

The “Learned” Right Man



The Geek

THE GEEK



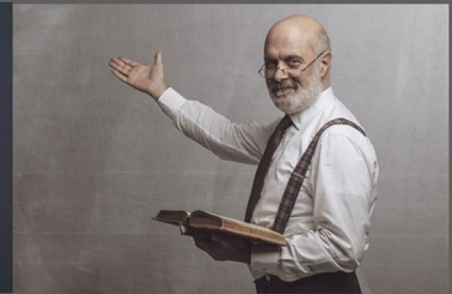
The Pedant

THE PEDANT



The Professor

THE PROFESSOR



The Sage

THE SAGE





The Geek

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Disclaimer

THE MAN MATRIX is an attempt to create a different set of axes on which to evaluate and assess men’s behaviour. It accepts the validity of individual men’s neurological and psychological makeup as something that does not need to be changed. It aims to generate a set of distinctions between men based on personality styles, along with a broader understanding of men’s psychospiritual development process—both for men themselves, and for women seeking to understand men.

The language and pronoun use focuses on cis-heterosexual men and assumes the interest of cis-heterosexual women, for reasons explained elsewhere. It may equally be used by parents, friends or colleagues of those men, and by people of any gender who find it useful and relevant.

The information in this report is intended as a reference, or map, that offers a particular way of assessing the landscape. No statement purports to be the absolute truth. It should be viewed holistically and as a means for supporting individual growth, not as “evidence against” nor as a means to “alter him”. You are invited to treat it in that way and to use it with intelligence and compassion.

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Suite 350, Private Bag X31, Saxonwold, 2132

Gauteng, South Africa

info@alembic.co.za

Visit the author’s website at

www.neilbierbaum.com

PERCEPTION

How people see him

HE’LL BE the last person to arrive at the office party, or Friday drinks. He’ll fetch his drink and slink back against the wall. For any conversation to happen, people will have to approach him. It’s not going to be the other way around. Those who do are likely to get blunt, one-word answers for their efforts—until he discovers that they work in the same field as him, at which point he’ll light up and become quite animated.

On the other hand, if someone meets him at a conference where he’s surrounded by his professional kin, they’ll find him in the middle of the floor, being as verbose as anybody. He might even be one of the speakers at said conference. They’ll also see him leave as soon as the subject matter discussions end. He won’t hang around for the chit-chat.

In meetings, if he’s the lone subject matter expert among a bunch of marketers and suits, for example, he’ll tend to listen quietly rather than jump in. He may have to be invited to make his contribution. Even then, he may be reluctant, and feign shyness. His inner dialogue will be to question whether anyone will even understand. If he does speak, he’s likely to dump some technical corrections on them, and then deliver a pithy insight that either summarises or solves their problem.



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They’ll naturally be surprised to find that he was actually listening and may question why he didn’t speak up earlier. He’ll feign humility.

If in the above instance he’s not invited to speak, he’s likely to approach the leader separately after the meeting and share his thoughts. They might find that frustrating and ask why he didn’t speak up during the meeting. He’ll say he needed to think about it first and make sure of his facts. In other words, he needed to be sure he was “right”.

In his personal life, his wife or partner, and his children, may similarly long for more contact and input than they’re getting. When it comes, they’re likely to wish it was more subtle, and had a touch more empathy and compassion, instead of facts and data, and “right” answers, and explanations. Instead of mansplaining.

Through all of this, he’ll be known for his “nutty professor” eccentricities, which may include an absent-minded forgetfulness about his appearance, and a quirky sense of humour. The latter will be made known by his often-mistimed sharing of *The Far Side* cartoons, or the contemporary equivalent.

BOON (OFFERING)

Why people like him

The “Learned” Right Man Let’s face it, it’s mostly thanks to men like him that we have roads, bridges, rockets, chemicals, cars, computers and software, smart phones and apps, and the Internet. (*Note to gender activists: For the sake of simplicity, can we please put gender debates aside for now? They are acknowledged, and this report is for and about a particular cross-section of men, relative to other men.*)

More than any other type of man, he is capable of solving incredibly complex problems. For example, he can work out things like how to build a bridge, or a rocket, just using numbers. That’s incredible. He’s programmed machines to do those tasks, and to communicate with each other, even learn from each other. He’s scary smart and capable in that sense.

So, we can say that his subject matter expertise provides the cornerstone for modern society and for most businesses. It’s the foundation off which all other types of men—and women, obviously—can launch and express themselves. The marketers, the salespeople, agents, negotiators, lawyers, project managers, operators, drivers, packers, tellers, none of them would be able to do what they do if he weren’t applying his expertise in a back room somewhere.

As much as he may be somewhat of the “nutty professor” or geek—and therefore some combination of scattered, forgetful, untidy, eccentric – he’s also likely to be quite grounded and



reliable. He’s less likely than some men to be out there, chasing the next idea, the next deal. He’ll want to see things through first. He’ll want to research and test and try every angle before he gives up and move on to the next thing. To that extent, people feel relatively safe and secure with him. He’s going to be around and stay around.

Some people might find his eccentricity and unavailability intriguing. They’ll be drawn to him for his humour and to find out what lies behind the quirky, awkward exterior. They’ll usually be pleasantly surprised and find more than they expected to. His boss or HR person, on the other hand, might see it as a problem to solve. Likewise, some women might regard him as the ultimate “I’ll alter him” candidate, if we refer back to that joke. To that extent, all these people may turn him into some sort of project.

Despite being somewhat withdrawn, and appearing aloof or detached, he does listen. He observes the world, he knows what’s going on, and he has good insights, which he shares if he’s invited to, and if he thinks people are worthy of hearing them. Therefore, the people who are not trying to “fix” him is likely to recognise and appreciate him for the wisdom that he brings. He’ll also be a good mentor to younger people in his field. He’ll also provide quite random and irregular laughs with his quirky sense of humour.

DEVELOPMENT

His journey through the four stages of maturity

The “Learned” Right Man The journey to maturity for every man involves the establishment of the ego and its inevitable dark side, or shadow, followed—hopefully—by the integration of that shadow. As described in the Man Matrix introduction, a man’s shadow effectively contains the data belonging to that one element of life that he tries to avoid or escape from, and which he tries to deny in himself.

For the “Learned” Right Man, the thing that he’s trying to escape from is the exhausting and exasperating world of people, their emotions and their general stupidity. For him, human beings are summed up by the meme that shows Yoda from Star Wars, and says, “Hmmm, the stupid is strong in these ones.” Another literary reference would be Ebenezer Scrooge saying, “Bah! Humbug!” whenever Christmas is mentioned. After all, what facts are there to support the notion of Christmas?

He most likely grew up in an environment where humour, guile and other forms of social seduction didn’t work, or were never taught or relied upon, or he just had no talent for them. So he turned to his intellectual smarts to defend and bolster himself. He’ll always feel safer with knowledge, data and facts. He’ll believe that he could deal with people better if only there were no messy emotions, and he could find a book that could tell him what to do.



As an adult, he’ll try to achieve his escape by withdrawing into the world of the intellect, of knowledge, data and facts. He’ll try to deny any emotion—or revealing any possible idiocy in himself—by making sure he avoids connecting with people too much, saying too much (if he doesn’t have the facts at hand), or veering out of his lane, his field of specialisation. This will provide both the theme for his rebellion during the red stage, and for his criticism of the world during his white stage.

For example, he’ll criticise emotionality and stupidity in the world, firstly by remaining silent and aloof while passing scathing inner judgements about the things people say and do, and secondly, by correcting people who are getting it “wrong”. Any such behaviour—being emotional or making intellectual mistakes—by himself will be strictly disallowed or, if it ever occurs, denied.

As he matures, he’ll subconsciously gather evidence that proves him wrong—yes, wrong. In other words, he’ll accumulate data as a result of contradictory life experiences that the world is different from his childhood universe. At first, he won’t pay too much attention to this data, but eventually it will start to break through. He’ll have some undeniable feedback from life in the form of people or experiences—things that happen. Something in he will recognise that he no longer needs to defend himself in the way that he did back then.

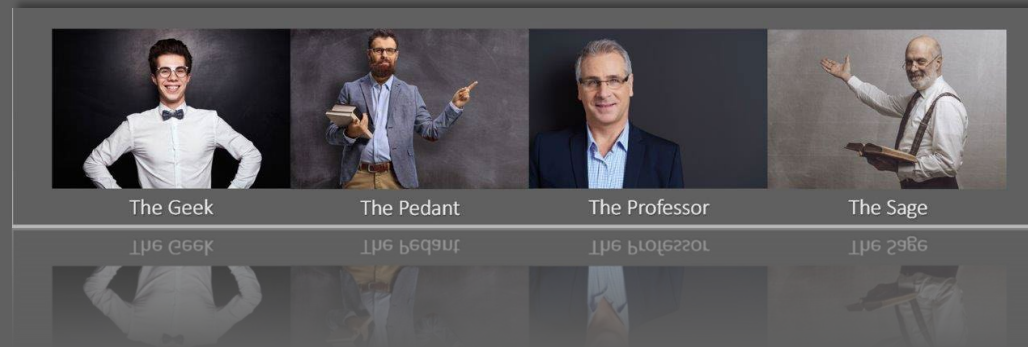
In other words, it’ll gradually dawn on him that most other people are not judging him on what he says, but rather appreciate the effort he makes, and reciprocate with their own effort. He’ll discover that his energy gets replenished through this exchange. He’ll also see that he doesn’t have to do his own research into every single decision, or check and approve the logic of everything that gets said.

Instead, he can rely on other people, and on his own intuition. He’ll learn from experience that not every “mistake” is mission critical, and so he’ll be able to let some things go, laugh at some

things, and trust that whatever mistakes do occur can be dealt with. They’re not always the end of the world.

If he accepts and integrates this shadow data, he’ll learn to manage social situations with greater sensitivity and appropriateness, without having to give up his preference for knowledge and data.

In short, the great arc of his journey is one of learning to connect by accepting the need for human relationships, and the limitations of knowledge in managing those relationships. It’s marked by an increase in generosity, in terms of his energy, his wealth and his knowledge. **MM**



Invite people to support his growth by sharing this information.



“Will he be my unicorn?”



What “I’ll alter him” shifts you can (and shouldn’t) expect from him

The “Listening” Sensitive Man As his partner, colleague, parent or friend, you’ll probably recognise and hopefully appreciate his intelligence, insightfulness and eccentricity. Yet, you might sometimes wish that he would somehow miraculously transform into a more outgoing and socially adept, intellectually humble and flexible, or emotionally attuned, version of himself. These “missing” elements may lead you to compare him negatively with the types of men that do demonstrate those patterns of behaviour.

For example, you might wish that he would be more eager to socialise and better able to make small talk when he need to, the way the “Helping” Best Man would, instead of you always having to drag Mo-hamed to the mountain. Or perhaps you’ll want him to be a little less dogmatic and condescending, and more considerate and inclusive, the way the “Listening” Sensitive Man operates—especially when the subject involves anything that can be reduced to facts, data, or “logic”. Alternatively, you might need him to be a little more attuned to his—and his own—emotional needs, which is a distinct trait of the “Creative” Sensitive Man.

The bottom line is, He’s not going to “change” into any of those types of men. In fact, the more you try to “alter” him, or in other words try to



get him to “change into” one of those types of men, the more likely he is to dig in his heels and resist.

That said, you might encourage him to take on one or two of those men’s behaviours, at times. Yes, you might suggest that he try being less certain that people are stupid if they just want to connect and have fun and say the first thing that comes out of their mouths. And if people don’t listen to him on some technical matter, it doesn’t necessarily mean that they’re wrong. They may just be considering other factors—and that’s not wrong either. There’s a chance too, however small, that he might be wrong sometimes.

While there’s some of this he could start doing right now, it will happen naturally as a result of maturity. It’s what the process of integration is all about. After all, maturing and integrating is about becoming less one-sided. It’s about not treating every situation in the same way, based on his own fears, but instead treating each situation on its own merits. So, if you’re supporting him on that journey, you can drop a few hints along the way, using some of the approaches suggested in the “When will he grow up?” section of this report, and be patient.

Get the full report!

Get the full report to learn more about:

1. How he sees the world (his dominant worldview);
2. Why he drives people crazy (his one-sided behaviours and tendencies);
3. His core fear (the underlying driver of much of his behaviour);
4. A full 8-page report on his journey through the four stages of maturity;
5. Two more “handouts” containing information you can use:
 - a. What he looks for in a partner / colleague / friend and what you can do to “win him over”;
 - b. What you can do to support him on his journey to maturity;
6. Plus a set of self-coaching questions to ask yourself and/or him.

Yes, take me there!



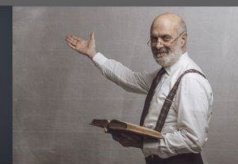
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