

The “Learned” Right Man



The Geek

THE GEEK



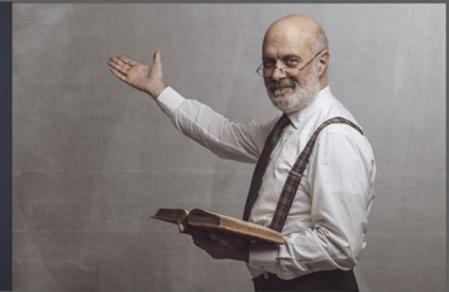
The Pedant

THE PEDANT



The Professor

THE PROFESSOR



The Sage

THE SAGE





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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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PERCEPTION

How people see you

YOU’LL BE the last person to arrive at the office party, or Friday drinks. You’ll fetch your drink and slink back against the wall. For any conversation to happen, people will have to approach you. 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 you discover that they work in the same field as you, at which point you’ll light up and become quite animated.

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

In meetings, if you’re the lone subject matter expert among a bunch of marketers and suits, for example, you’ll tend to listen quietly rather than jump in. You may have to be invited to make your contribution. Even then, you may be reluctant, and feign shyness. Your inner dialogue will be to question whether anyone will even understand. If you do speak, you’re 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 you were actually listening and may question why you didn’t speak up earlier. You’ll feign humility.

If in the above instance you’re not invited to speak, you’re likely to approach the leader separately after the meeting, and share your thoughts. They might find that frustrating and ask why you didn’t speak up during the meeting. You’ll say you needed to think about it first and make sure of your facts. You need to be sure you were “right”.

In your personal life, your wife or partner, and your 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, you’ll be known for your “nutty professor” eccentricities, which may include an absent-minded forgetfulness about your appearance, and a quirky sense of humour. The latter will be made known by your often mistimed sharing of *The Far Side* cartoons, or the contemporary equivalent.

BLIND SPOT

Why you drive people crazy

The “Learned” Right Man You’d think it would be enough that you could contribute those roads, bridges, cars, and computers to the world, but it’s not. The world wants more from you. It wants time and attention. It wants small talk. It wants hugs and kisses. It won’t be enough that you do a lot for humanity; you’ll get told that you do too little for your family or friends.

You tick a lot of the boxes for doing stereotypical man stuff—the stuff that men often get collectively criticised for. Like giving logical or fact-based explanations when expressing sympathy or emotion would be more appropriate. Mansplaining, in other words. Another is withdrawing into your study or man cave. You’ll need that time alone more than most men, and you’re likely to prioritise it. So you’re going to have that argument with your spouse a lot.

Talking of arguments, you’ll be quite insistent on using logic—and it will be *your* logic—to “win” them. And you’ll consider them won even if the other person doesn’t. In addition, you won’t accept other people’s ideas or suggestions easily, at least not until you’ve researched them yourself to see if they could be right. People could feel undermined by this.

Then there’s your need to gather data before making a decision and only trusting other people’s data once you yourself have examined it. This could take time and anyone who is making



the decision with you will be forced to wait, even if their gut sense or aesthetic sensibilities are urging them to move ahead. For example, if you’re buying a car or a house together, you’ll want to research the market, while your partner might just want it because they love the colour. Or your business partner might want to go on gut and take the risk, while you’d rather risk missing the window of opportunity than make a mistake.

You might similarly take forever to complete a project, like publishing a book or releasing an academic study, because you’re never quite sure you’ve got enough data, or got your interpretations all *right*.

Once you’ve made up your mind, you won’t easily change it. You might even drive people crazy trying to make your point. An example of this can be found in the movie *The Current War*. The inventor Thomas Edison is shown going to great lengths trying to prove that AC current was too dangerous for use in American cities—he insisted they should use DC current instead. His argument was redundant at a practical level because the safety measures that had been put in place meant that no-one was actually dying. He could just as easily have given up the academic argument and gone with AC current himself, since it was more practical and affordable. You, as the “Learned” Right Man, are likely to do the same in some form, both in your field and in your personal life.

DEVELOPMENT

Your 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 you’re trying to escape from is the exhausting and exasperating world of people, their emotions and their general stupidity. For you, 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?

You 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 you just had no talent for them. So you turned to your intellectual smarts to defend and bolster yourself. You’ll always feel safer with knowledge, data and facts. You’ll believe that you could deal with people better if only there were no messy emotions, and you could find a book that could tell you what to do.



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

For example, you’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 yourself will be strictly disallowed or, if it ever occurs, denied.

As you mature, you’ll subconsciously gather evidence that proves you wrong—yes, wrong. In other words, you’ll accumulate data as a result of contradictory life experiences that the world is different from your childhood universe. At first you won’t pay too much attention to this data, but eventually it will start to break through. You’ll have some undeniable feedback from life in the form of people or experiences—things that

happen. Something in you will recognise that you no longer need to defend yourself in the way that you did back then.

In other words, it'll gradually dawn on you that most other people are not judging you on what you say, but rather appreciate the effort you make, and reciprocate with their own effort. You'll discover that your energy gets replenished through this exchange. You'll also see that you don't have to do your own research into every single decision, or check and approve the logic of everything that gets said.

Instead, you can rely on other people, and on your own intuition. You'll learn from experience that not every “mistake” is mission critical, and so you'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 you accept and integrate this shadow data, you'll learn to manage social situations with greater sensitivity and appropriateness, without having to give up your preference for knowledge and data.

In short, the great arc of your 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 your energy, your wealth and your knowledge. **MM**



Invite people to support your growth by sharing this information.



“Will you be my unicorn?”



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

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

For example, you might wish that I would be more eager to socialise and better able to make small talk when I need to, the way the “Helping” Best Man would, instead of you always having to drag Mohamed to the mountain. Or perhaps you’ll want me 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 me to be a little more attuned to your—and my own—emotional needs, which is a distinct trait of the “Creative” Sensitive Man.

The bottom line is, I’m not going to “change” into any of those types of men. In fact, the more you try to “alter” me, or in other words try to get me to “change into” one of those types of men, the more likely I am to dig in my heels and resist.

That said, you might have a point, and so I might learn to take on one or two of those men’s behaviours, at times. Yes, I might try being less certain that people are stupid if they just want to connect and have



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fun and say the first thing that comes out of their mouths. And if people don’t listen to me 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 I might be wrong sometimes.

While there’s some of this I 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 my own fears, but instead treating each situation on its own merits. So, if you’re supporting me on that journey, you can drop a few hints along the way, and be patient. :)

In the meanwhile, here are some things I’m going to keep doing, as well as things I’ll consider doing more of, and doing less of:

Things I’ll keep doing:

Things I’ll do more of:

Things I’ll do less of:

Get the full report!

Get the full report to learn more about:

1. How you see the world (your dominant worldview);
2. Why people like you (your gifts / offerings);
3. Your core fear (the underlying driver of much of your behaviour);
4. A full 8-page report on your journey through the four stages of maturity;
5. Two more “handouts” containing information you can share with others:
 - a. What you look for in a partner / colleague / friend and what they can do to “win you over”;
 - b. What you can ask of others to support you on your journey to maturity;
6. Plus a set of self-coaching questions.

Yes, take me there!



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