LUCA ROHLEDER



The

VOCATIONAL CALLING

For HIGHLY SENSITIVE PERSONS

The Fine Line Between Brilliance and Burnout



TABLE OF CONTENTS

•		
F	preword	11
	PART A: PAST AND PRESENT	
1	Why Am I Like This? 1.1 Newborn Ego State 1.2 Higher Ego State 1.3 Adult Ego State 1.4 Putting It All Together	17 19 25 31 42
2	What Gifts Lie Dormant Within Me? 2.1 Knowledge 2.2 Independence 2.3 Creative Powers 2.4 Putting It All Together	47 49 57 71 82
3	What Do I Need to Do to Let Go?	85
	 3.1 Taking Breaks 3.2 External Stimuli 3.3 The Mainstream 3.4 Your Income 3.5 Your Attitude Toward Your Job 3.6 Self-Centeredness 3.7 Self-Promotion 3.8 Sources of Stress 3.9 Putting It All Together 	95 103 107 111 117 129 135 142
	PART B: THE FUTURE	
4	When Do I Most Enjoy My Job? 4.1 Reactions 4.2 Self-Esteem 4.3 Variety 4.4 Understanding 4.5 Putting It All Together	155 157 163 168 174 179
5	How Do I Find My Vocational Calling? 5.1 The Intellectualization Phase 5.2 The Overload Phase 5.3 The Life-Negating Phase 5.4 The Awakening Phase 5.5 The Liberation Phase	183 193 199 206 208 218

FOREWORD

This English translation is based on the latest edition of the German best-seller *Die Berufung für Hochsensible* and therefore reflects the most current information available.

Originally, my book was one of the very first on the topic of the highly sensitive person to appear in the German language. The idea for the original manuscript arose in the early 2010s, at a time when only a handful of authors had begun to write about the topic. Elaine Aron's standard work The Highly Sensitive Person had served to generate interest in the subject. Her best-seller, the German translation of which was eventually published in the mid-2000s, not only gave birth to the term "highly sensitive," but provided a comprehensive definition of it. In my subsequently published book, I therefore followed, to the greatest extent possible, Elaine Aron's definition of high sensitivity.

The term "highly sensitive person" customarily appears as the acronym "HSP." I have used this abbreviation throughout this book as well.

Beyond this, I would also like to take this opportunity to thank the many people who have already read this book. It is only thanks to them that this book has attained a total circulation in the six figures. This not only brought early awareness to a broad public of the issues facing highly sensitive people but has also inspired many other experts and authors to delve into the topic more deeply.

You may be wondering if you yourself are indeed a highly sensitive person. I can assure you that once you have read this book, you will have a definitive answer to that question. In any case, there is no doubt that this topic somehow relates to you – books have a way of appearing at the right time in the right place. At the very least, you have likely been confronted with the

concept of high sensitivity, if not in connection with yourself personally, then through others in your closest professional or private circles.

It is most often the HSPs among us who experience the greatest difficulties in their professional lives. When it comes to our degree of social integration, our self-image, and our daily routines, our jobs are the decisive factor in determining these. Our professional lives have an enormous influence on our overall well-being. If things aren't going well at the workplace, then things aren't going well for us anywhere else. We may even lose sleep over this, meaning that we are then confronted with these problems twenty-four hours a day. If all of this escalates into looming existential fears, our jobs may even endanger our health.

As a result of all this, people tended to only come to me for help when things had already reached a boiling point – their problems had reached crisis state. This is simply human nature; in general, we don't call for an expert until the damage is almost done. This is when I would encounter employees who were in a state of absolute desperation, and they were quick to discuss the major existential issues they faced.

This meant that most of the people who came to me for help were already experiencing a psychological crisis. Over the years, I have been confronted with the entire spectrum of psychological conditions, which has often led me to walk a fine line between offering specific work-related advice or life guidance.

These days, unfortunately, I have less and less time to devote to my work as a coach and trainer. I see the focus of my current work more as that of enlightenment. I also want to spend more time promoting the topic of high sensitivity among young experts, which is why, several years ago, I established one of the largest networks for highly sensitive people in the German-speaking world.

I nevertheless look back on a career that spanned more than two decades. I can usually tell just by looking at a job application if the person is highly sensitive. This is evidenced in the job moves, career changes, leaves of absence, sick leaves, and failed attempts at entrepreneurship. Being constantly on the search for something new is one of the typical signs of a highly sensitive person. This has caused some people so much anguish that they felt compelled to pursue psychological counseling.

The aim of this guide is to stop that process before it even begins. I want to show HSPs that there is still much hope, if they will only learn more about the topics of *personal growth* and the *intuitively led life*. I have poured the totality of my twenty years of professional experience into this. It will become clear that there is a specific reason why people are born highly sensitive. If you look at the entire life spans of these people, you will also see that a common thread runs through them, pointing to a specific vocational calling. You need only reach out and seize it.

And so, here is what I will show you in this book: that you are indeed here to fulfill a very specific task. In the words of Martin Luther: "The external vocation of every person is based on an internal calling."

If you truly are highly sensitive, you will be amazed at how unambiguously your specific vocational path is laid out before you. In writing this book, my desire is to help you to put an end to your (perhaps agonizing) search for your vocational calling.

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Part A

Past and Present



The definition of insanity is doing the same thing over and over again and expecting different results.

(Albert Einstein)



Why Am I Like This?

It has probably already occurred to you that throughout your entire life, you've been preoccupied with the question of "why." "Why am I like this?" "Why am I living in a world like this?" "Why can't I find the right career for me?" "Why does everyone else seem to be doing better than I am?" "Why did he just say that?" "Why does everything seem so senseless?" "Why does everybody lie?"

Why, why, why ...

To help explain what you're experiencing, I'd like to introduce a psychological model. The concept behind it is based on the idea that your ego consists of multiple ego states, and that one of these ego states represents your inner child.

The theory of the "inner child" originated from a psychological approach used to understand the internal realm of lived experiences and was made well-known through books by *John Bradshaw* and *Erika Chopich/Margaret Paul*. It is also an element in *transactional analysis*, developed by American psychiatrist *Eric Berne*.

The inner child signifies and symbolizes emotions, feelings, memories, and experiences from our childhoods. This spans the entire spectrum of intense feelings, from unbridled joy to devastating pain, including happiness and sorrow, intuition and curiosity, and feelings of abandonment, fear, and anger. The inner child encompasses everything we associate with being, feeling,

and experiencing, all of which are processed by specific areas of the brain. This model presupposes an ego that is divided into an observing, reflective INNER ADULT and a sensing, experiencing INNER CHILD.

This representation of your inner psyche may initially sound a bit like pop-science, but it is actually a wonderfully intelligent approach to helping you better understand yourself. It will provide answers to your many questions of *why*. There is a slight catch, however: It is not very well suited for helping you understand your specific situation as a highly sensitive person. To be able to arrive at a thorough description of HSPs, I believe that we need to identify not just two, but rather three ego states. I'm therefore going to add in a third one: a HIGHER EGO STATE. I'm also going to replace the term "inner child" with NEWBORN EGO STATE. This will make the distinction between HSPs and non-highly sensitive people significantly clearer. Taken together, the following THREE-EGO-STATE MODEL emerges:

- 1. NEWBORN EGO STATE (NES)
- 2. HIGHER EGO STATE (HES)
- 3. ADULT EGO STATE (AES)

In subsequent chapters, I will provide a more detailed explanation of these terms. You will see that this THREE-EGO-STATE MODEL allows a virtually seamless professionally based identification of the traits found in highly sensitive people. Let's begin now with your first ego state.

1.1 NEWBORN EGO STATE

You are going to learn that your personal inner child is not a typical one. Instead, it displays many characteristics that we would more commonly associate with a newborn baby. To illustrate this, I'll begin with a description of the traditional philosophy of the inner child. Let's take a look at the fundamental needs of all children:

- Children need to play, run around, and have fun.
- Children need to learn and have new experiences.
- Children need social interaction, to have friends, and be loved.
- Children need to be protected and cared for.

As a rule, childhood and youth are the happiest times of our lives. Nevertheless, most of us will, sooner or later, be forced to take on the responsibilities of adulthood. At the very latest, when the time comes to start our own families, there will be new personal challenges we will have to overcome. The ADULT EGO STATE will become more and more significant. Reality steps in. We become caught up in our parental duties and new tasks determine our daily routines. What adults have (hopefully) received as children, they must now pass on to their own children:

- Adults provide their children with opportunities for play, a variety of activities, and joyful experiences.
- Adults send their children to school; they teach and nurture them.
- Adults provide their children with love and social interaction.

 Adults ensure that their children have structure, support, protection, a safe home, and financial security.

The process is now reversed. No longer the "takers," adults become the givers. As we mature into adulthood, this basic principle of human development is virtually universal. However, it isn't the case that the ADULT EGO STATE now simply takes over and replaces our childlike personality – rather, it augments it. This means that every adult still retains a certain childlikeness. We can see this in the fact that adults still have some of the same needs as children – it's just that once we reach a certain age, we describe them differently:

- Adults want to enjoy new experiences, to experiment, to be adventurous (play, have fun).
- Adults learn a profession, educate themselves further, and gain life experience (learn and experience).
- Adults seek out friends and partners; they may marry (love and social interaction).
- Adults create a home, earn money, and ensure that they have financial reserves (protection and security).

So, if you describe the general characteristics and basic needs of a child and then express these in adult terms, you arrive at the definition of the inner child. Your first ego state thus represents your own fundamental needs. Whenever you successfully satisfy these longings, you experience positive emotions.

The inner child is therefore responsible for our happiness, enjoyment of life, self-esteem, love, etc. When things go wrong, however, or if some of your emotional needs are not met, you will, unfortunately, also experience fear, sorrow, anger, disappointment, etc. The inner child represents the entire spectrum of your emotional existence.

If you were able to unerringly analyze the experiences of your earliest childhood (which has been proven by modern psychology to be impossible), this would then also provide you with information about your emotional life as an adult.

In short, if we describe the basic needs of children and then express these in adult terms, we will have identified the emotional longings of all human beings, even those who are long past infancy. So far, so good.

However, as previously mentioned, this philosophy is not completely applicable to your highly sensitive nature. In your case in particular, you will see that the best depiction of your emotional disposition is not the image of a growing child, but rather that of an infant still in the phase before, during, or shortly after birth. To be able to shed a light on the mysterious world of high sensitivity, we must first examine the basic needs of infants.

Your inner child is more like an inner infant.

For instance, newborns are not in the least interested in playmates. Nor can they run around the house or figure out what role they need to play to best fit in with their surroundings. And they have absolutely no desire to build sandcastles or even own any possessions.

The basic needs of these adorable, yet vulnerable little creatures are completely different. All they require is protection, warmth, nourishment, and someone who will lovingly care for them. Your inner child thus finds itself in a far more existential phase of life than the inner child of a non-highly sensitive person.

As already mentioned, it is expressly this distinction that my *three-ego-state model* was designed to illuminate. Throughout the rest of this book, I will exclusively refer to the emotional part of your ego as the NEWBORN EGO STATE (NES).

You may even notice physical indications that you carry this NEWBORN EGO STATE within you. After all, your external appearance is also a reflection of your inner self. It is highly probable that your eyes are still the exact same color they were at birth. In your case, your irises probably never got darker. While many newborns' eyes change color soon after birth, your eyes may have remained blue. Or perhaps you have the same thin or fair skin with which you were born. It may also be that, like a baby, you still feel the need to sleep and eat fairly often. In extreme cases, you may, deep inside, have a profound feeling that you need someone to provide for you, protect you, and care for you (just as a newborn baby does).

Perhaps your only indication is an under-developed immune system – after all, this matures only years after we are born. Or maybe you've been in a years-long, seemingly futile battle to lose your baby fat.

It could also be that your skin is baby-like: It may be so sensitive that you are practically compulsive about removing all the tags from your clothing. You may also have been one of those children who complained to their long-suffering mothers that everything itched – to the point where she no longer knew what she could buy for you to wear.

Your sensitivity may force you to keep tugging and pulling at your clothing until even the tiniest annoying wrinkle has been smoothed out. And you may constantly find yourself sliding around in your seat because your thin skin makes it impossible to find a comfortable position, or the chair is just too hard. Tight clothing or clothes that cut into your stomach or your waist may also be difficult for you to tolerate.

The same applies to those flabby little rolls on your stomach – the ones that are so small that no one else even notices them, but that drive you crazy. Because your skin is so sensitive, you

are constantly aware of them. This is likely to somehow make sweatpants or loose clothing your apparel of choice.

How many typical characteristics of a newborn can you identify in yourself?

Generally speaking, the NES may manifest itself differently in every HSP. Yet, what is notable is that not only is the skin hypersensitive, but so is – and especially so – the abdominal area. After all, this is the region of the body that is associated with our entire emotional spectrum. Of course, it is also associated with everything related to how we process the food we eat. It stands to reason that for us to be able to determine what is filling up our bellies, our sensory organs need to be highly developed. It may therefore be that you have excellent vision, a strong sense of smell, extremely sensitive hearing or sense of touch, or highly sensitive taste buds.

Even memories of your time in your mother's womb play an important role for you, at least on a subliminal level. The comfort and security you felt as you lingered in that protective and nurturing environment are something you may still be seeking to recreate – perhaps by sitting on a soft sofa, wrapped up in a warm cuddly blanket. If, while doing so, you are also enjoying some culinary treats in the comfort of your own beautifully furnished home, then this situation comes quite close to recreating what you imagine those ideal moments to have been.

Something else you may do, however, is that as you are falling asleep, you pull yourself into a typical fetal position.

Basically, you've never stopped longing for the security you felt in the womb. Perhaps the world you encountered during your birth has seemed, from the beginning, to be too cold and too dangerous. If so, you then determined that you would remain a newborn, so that you would never be too far away from your protective mother.

Even later, as you became an adolescent, you couldn't shake the feeling that you were somehow not adequately equipped to handle the harshness of reality. Even when you were surrounded by people your own age, you had the feeling that you were somehow smaller, more vulnerable, or simply different. Perhaps your peers even seemed like strangers to you. And this literally compelled you to ask yourself over and over again whether you even belonged to this world. You never felt you were on the same page as others. It may also be that your childhood consisted only of "fight or flight" moments or that you decided to remain a loner.

All in all, the presence of a NEWBORN EGO STATE constitutes a special challenge. It usually manifests itself in physical and emotional sensitivities, frequent conflicts with reality, and a great deal of personal drama. In this book, I will discuss these topics in greater detail as well.

If you feel that you, too, because of your high sensitivity, are confronted by these kinds of challenges, please don't think that the fates have somehow betrayed you.

Your NEWBORN EGO STATE has a deeper significance.

The very fact that you carry within yourself not just a conventional inner child, but a super-sensitive NEWBORN EGO STATE, is the one essential factor that allows a vital trait of your being to emerge. This makes you a very special person.

1.2 HIGHER EGO STATE

Your inner child is still at the developmental stage of a newborn – the effects of this character extreme will be the decisive factor in your vocational calling.

Even though your initial reaction may be that this all sounds somewhat demeaning, the fact that you possess an NES means that you still retain a strong connection to the greater whole. You essentially have a direct link to a subtle source of information. This source is known by many different names. You may call it higher knowledge, instinct, guardian angel, God, soul, gut feeling, or something else entirely (completely in line with your personal beliefs). Throughout this book, I myself will refer to all of this as your INTUITION.

I haven't selected the term HIGHER EGO STATE here to indicate that you live in some sort of lofty, detached world, but because your instinct/intuition operates on a fundamentally higher level than your intellect. To put it another way, your intuition always knows better than your conscious mind. Incidentally, from an evolutionary perspective, this makes complete sense, since without their instincts, animals would never be able to survive. After all, in comparison to the most highly evolved animal, i.e., humans, they possess only minimal consciousness (depending on their evolutionary stage).

People have been arguing for millennia about exactly how our intuition actually works, so I am obviously not going to be able to present you here with some wise, conclusive answer to that question. I personally feel quite drawn to quantum mechanics and astrophysics. In these disciplines, media that our conscious minds cannot grasp are referred to as either *quantum level* or *dark*

matter/dark energy (I have written a science novel on this topic: "Die Suche nach Gott" (The Search for God)). Of course, you don't have to agree with this physics-based perspective – there is absolutely no requirement to do so. In any explanations regarding the media your intuition accesses, I will keep the discussion quite general. My only concrete premise is that our intuition is interconnected with something not consciously perceptible to our other senses. I will simply use a universal term to refer to this mysterious source of information: the INVISIBLE WORLD. As you encounter this term, you can mentally replace or supplement it based on your own worldview, fundamental values, or even your spiritual beliefs.

Highly sensitive people still possess a direct connection to the INVISIBLE WORLD.

Your second ego state therefore consists of your HIGHER EGO STATE, which is responsible for the functioning of your intuition. In and of itself, there is nothing unique about this – it can be said about virtually every living earthly creature.

For at least a certain period after birth, all humans still have a direct connection to the INVISIBLE WORLD. Mothers who attentively observe their infants or toddlers, or listen carefully to them (once they begin to speak their first words), will become aware of these enduring primal instincts, which are accessing something we ourselves can't properly comprehend. As the child grows up, however, conscious thinking gradually and increasingly displaces this direct connection. Our actions are no longer guided by those primal instincts – our free will and intellect take control. Rather than purely following our instincts, our lives become increasingly guided by our consciously experienced minds.

However, by virtue of the fact that you are an HSP, your experience is quite different – after all, you possess an NES, not a conventional inner child. This means that in your case, your primal instincts will not necessarily completely fade away over the course of your life. What distinguishes you most from non-highly sensitive people is the fact that in your particular case, your intuitive connection has been significantly less weakened. Consequently – just as do babies – you still have access to this direct primal channel to the INVISIBLE WORLD.

HSPs retain all of their primal instincts.

You, therefore, would be able to survive in the real world even if you didn't possess consciousness, much as do the flora and fauna. Even in the absence of a highly developed cerebrum, animals and plants "know" what they must do.

HSPs have the ability to lead their lives without having to consciously think about it.

Even if your first thought is, "This can't possibly all be true — I've driven myself crazy for ages with all the thinking I do about my life," I can only tell you this: It is probably all for nothing.

Your skilled intuition is the single most important characteristic of your highly sensitive being. This would allow your HES, all by itself, to provide you with adequate protection and life guidance. Your outstanding ability to still retain possession of these primal instincts is, in a manner of speaking, preserved in you forever. It is an enviable gift, one that has the potential to provide you with a carefree future.

If, for example, you were out hiking in the mountains and got lost, this wouldn't be a particularly dangerous situation for you

as an HSP. You would actually just need to wander around, not consciously thinking about anything, and everything would work itself out. Seemingly by chance, you would come across helpful clues or perhaps even encounter other people who would point you in the right direction. Or, as if by magic, some other form of help would appear. You, meanwhile, would think that this was all just a wonderful coincidence (*I'm so glad I ran into you – the angels must have sent you my way ...*)

You actually have the ability to put your life fully in the hands of your intuition. Your gut instincts could lead you directly into the happiest of circumstances. You could essentially find yourself in the right place at the right time, meeting the right people – and your conscious mind wouldn't have the faintest idea how all of this had happened.

Highly sensitive people have the ability to live a purely INTUITIVE LIFE.

So, whenever you make decisions without outside influence and without giving them too much thought – whenever you simply *do* something, or even simply *stop* doing something for a moment – things will work out in your favor.

Especially in dangerous situations, when your body shifts into emergency mode and your brain is at maximum attention (focused), you can rely on your intuition. This is evidenced by the fact that in these types of situations, it is always, of all people, the HSPs who suddenly emerge from their natural reservedness and take charge. Without consciously thinking about it, you almost automatically know what needs to be done in these extreme situations. It's almost as though you are operating under remote control. In cases like this, your strong HES has allowed your intuitive skills to spring into action.

It's probably now becoming clear to you why it is so extremely important to your existence that you possess an ego state that can be traced back to a newborn. While this makes you significantly more sensitive (perhaps even hypersensitive), it conversely puts you in possession of an additional, highly powerful ego state.

Without a NEWBORN EGO STATE, you would never have been able to retain all your primal instincts.

Consequently, you alone possess such an impressive personality trait. While it's true that you are carrying around a vulnerable NES, at the same time, you also possess an all-powerful HES. If you view the package as a whole, the combination is practically perfect for getting you through life safely and securely – assuming, of course, that you are also aware of this complete package.

Had you been born into an ancient culture, your true nature would likely have been recognized quite early. You would have been instructed as to how you could tap into your HES on a professional basis and thereby profit from it. And you certainly would also have been provided with food, housing, money, and other amenities. You would have been tended to and cared for so that you could later benefit from the wonderful guidance your intuition would provide.

Incidentally, your vast intuitive powers go even further: Along with your potential ability to glide seemingly magically into positive situations or lucky coincidences in life, the entire realm of wisdom, ideas, and ideals naturally also lies at your feet.

HSPs possess highly developed INTUITIVE KNOWLEDGE.

For instance, when you enter a room full of strangers, you immediately KNOW what the story is. Even though you haven't yet had a real conversation with anyone, you can intuitively and unerringly size up the situation. At the very least, you immediately recognize whether something is right or wrong. You already are conscious of some hazy information, even though no facts are yet on the table. I'm sure you've experienced this in your everyday life. This means that your HES has the potential to provide you not only with protection and guidance, but also with wisdom. I'll come back to this idea later. Before I do so, however, we need to take a brief look at your third ego state. This is the part of your personality with which you are probably most familiar.

1.3 THE ADULT EGO STATE

The third part of your personality is, in practical terms, your intellect. You could also refer to it as your consciousness or your mind.

It can sometimes be difficult to differentiate your ADULT EGO STATE from your other two ego states. After all, some of the information that arrives in your head has been initiated by your NES (*joy, fear, etc.*) and your HES (*intuition, knowledge, etc.*). So, your brain is made up of a rather diffuse brew of feelings, stimuli, processes, and actions. In other words, everything associated with the ways in which you process the information you receive through hearing, seeing, smelling, speaking, tasting, moving, etc.

When people speak of their inner selves, they are usually referring to their AES, so, for that reason, I'd like to maintain that practice in this book. When I address you directly here, I am speaking to you as your ADULT EGO STATE.

Your AES is the part of your being that is currently holding this book in their hands. You are the one who transforms the individual letters on the page into meaningful information. As you do so, you are also simultaneously able to develop a sense of your other two ego states. In the process, your NES will allow emotions to rise up in you, while at the same time, your HES will deliver the "Aha!" effect: that gut feeling, so to speak, that continuously lets you know if something is true for you, or whether something seems applicable to you. And it doesn't rely on any outside verifiable sources or other type of evidence to do this. Your intuition doesn't need any external sources — ultimately, it itself is a form of higher source.

Incidentally, although this "Ahal" effect is commonly described as a process of feeling (I have the feeling something isn't right), your HES is actually not the source any typical kinds of feelings, but instead provides you with genuine knowledge. Facts, insights, and certainties enter your mind and must be processed. Depending on how much practice and experience you have had in being able to differentiate intuitive knowledge from purely intellectual information, you will at the very least notice a sense that you are having a hunch or some other specific sensation. The term "gut feeling" is actually quite misleading, because what your intuition is really generating is concrete KNOWLEDGE.

What this means is that if you are experiencing specific emotions, such as joy, pleasure, desire, worry, or sorrow, these are coming from your NES, not your HES.

I know this all sounds quite complicated. But, in order for you to better understand all the rest of the information in this book, and to be sure we are speaking the same language, we need to make this precise differentiation absolutely clear.

Let's turn back to your ADULT EGO STATE: You can now see that at the exact moment you do something or decide not to do something, all kinds of things are running through your head – creating an enormous potential for inner conflict. Your highly sensitive personality is ultimately under the influence of two extremes: Your AES is confronted not only with a hypersensitive NES, but also with an all-powerful HES. Your AES therefore has a lot of input coming in and is constantly in danger of being overwhelmed.

Every second of every minute of every day, you are being pelted with nerve impulses. Added to these are messages from your NES (*I'm scared, I can't do that*). And on top of all this come the countless stimuli from your physical senses, like sight (*that doesn't look right*), hearing (*not this stupid tinnitus again!*), smell (*is there something toxic in*

the air here?), touch (this seat is too hard), taste (is this healthy?), along with your muscular coordination (this stupid neck pain!)

Finally, your brain takes this entire mashup of thoughts and feelings, and compares, links, and processes them with memories (*I'm not buying these socks again, they always cut into my leg*) and neuroses (*that pen is not lined up exactly parallel to the edge of the table*). And of course, there are also the innumerable projections we make about the future (ideas), etc., etc., etc.

As I've said, all of this goes on in the heads of just about everyone. What differentiates you from non-highly sensitive people, however, are the extremes! First and foremost, the significantly higher volume of incoming information. Not only do you have an astoundingly extreme NES and HES, which are bombarding your brain with more nerve impulses than non-HSPs have to deal with, but you also have at least one physical sense that is hypersensitive. You can think of this as being similar to the resolution of a digital camera: the more pixels it has or that it can process and save, the higher the quality of the photos. However, this also generates exorbitant amounts of data. Your brain is basically always operating at the absolute limit of its capabilities.

HSPs must cognitively process an exorbitantly higher number of stimuli than do non-HSPs.

Now you can understand why it sometimes feels impossible for you to change gears quickly. When you are faced with a new (and potentially threatening or difficult to assess) situation, any spontaneity you may have goes out the window. The volume of data that must be processed in that moment is simply too great.

The complex thought processes HSPs must work through hinder them from acting spontaneously.

When it comes to disagreements or conflicts, it may often be hours or even days later that you come up with just the right counterargument or course of action. This makes it practically impossible for you to react quickly in situations where it is called for. But don't worry, you don't need to. Once you've gained enough experience in the INTUITIVELY LED LIFE, you won't need to think quickly or suddenly change gears. Then, it will actually suffice to simply employ a little more patience – more on this later ...

They say a picture is worth a thousand words. Close this book right now, and take a closer look at the image on the front cover.

It vividly illustrates the overall processing load taking place in your brain.

Highly sensitive people are the ones whose brains are "on fire."

Claudia has been invited to a group cooking event. Upon her arrival, she notices that of the ten other people there, eight are people she has never met before.

Claudia immediately feels her blood pressure start to go up. Her heart rate accelerates, and her body temperature rises. She feels increasingly uncomfortable. At the same exact moment, her primal instincts kick in, bombarding Claudia with distinct impressions about the other people, the room, the situation in general, and the potential implications.

She accurately assesses the group. She notices the fake smiles as some of them greet her. With other people, it feels as though their inner frustrations or negative thoughts are being thrust upon her. And with still others, she senses simply ignorance and disinterest. With one couple, she knows immediately that the air is thick with unresolved relationship

issues. All in all, it feels as though this powerful flood of information is literally going to make her head explode. A single thought goes round and round in her head: "What do I do now?" The evening hasn't even yet gotten off to a proper start, but she already feels just one deep desire: "I have to get out of here!"

That won't be possible, though, because, ultimately, Claudia has been brought up to be polite, and she doesn't want to make a bad impression. She puts her best foot forward, all the while continuing to be bombarded by a rush of information (which likely continues to upset her). Her sole occupation now is to process, evaluate, and create rational connections out of all of these myriad impressions. And then, the "have to's" make their appearance: "I have to say something, I have to smile now, I have to be funny," etc.

But what actually ends up happening is exactly the opposite. The volume of incoming data slowly pushes her brain to its maximum capacity. Claudia completely loses any semblance of authenticity. Her demeanor is anything but charming. Some of the others stop paying any attention to her, which she notices immediately, of course – past experience allows her to recognize this only too well. Unhappy memories begin to stir up inside her. Still, she continues to do her best to make a good impression. Now, though, her brain is completely preoccupied with simply helping her maintain control. Claudia's behavior becomes less and less spontaneous and a vague feeling of dread comes over her.

Claudia isn't about to give up, though. After all, she's learned that her brain can handle pressure even when it is pushed far beyond the point of comfort. After three hours, however, she is completely exhausted. Now, her only thought is how to justify to the others her impending flight from this situation. Feelings of guilt nag at her, though, because what she is really doing is attempting to come up with a little white lie.

The moment finally arrives. An absolute worst-case scenario. Out of nowhere, Claudia suddenly blurts out: "I'm afraid I have to go now – my babysitter can only stay until 11:00." She literally jumps up from the table, leaving the puzzled faces of the others behind. She flees the tortuous scene.

In reality, nothing horrible has occurred. But Claudia is at the end of her rope. Once she arrives home, she is quickly able to relax though, grateful to be back in her safe haven. The first thing she does is pour herself a glass of red wine to help her wind down more quickly. The alcohol fulfills its intended purpose. As Claudia's brain cells begin to be destroyed, the functioning of her over-stimulated mind slows. She begins to feel at ease again.

Claudia is now able to calmly take stock of the events of the evening. She gradually begins to detest herself for her ridiculous behavior. As she has done repeatedly in the past, she tells herself: "There is something wrong with me."

This sort of abrupt disappearing act must sound familiar to you – perhaps you've even fled the scene yourself without saying goodbye. But, in situations like this, it is absolutely the right thing to do. If your *red-hot* brain is on the verge of bursting into flame, it's time to call in the neuronal fire department. You have to immediately block the incoming flood of stimuli.

You've probably never actually been aware of what's going on in your head when all of this happens. You also may not have realized that you are constantly having to process the feelings and moods of other people. Ultimately, your strong intuitive powers also make you highly empathetic. And this means that, like it or not, you are going be affected by everything around you. You will rarely be able prevent this from happening, because your strong HES literally forces you to deal with the dirty laundry of all the other people around you.

HSPs not only take in external information about their surroundings, but, as if handed it on a silver platter, are also the recipients of subliminal information.

You are surely familiar with this phenomenon – at the very least, from your childhood days. Even back then, you were able to see right through your parents and other relatives. Early on, you were able sense a lot of the hypocrisy behind their facades. You may also have experienced some greatly unhappy moments in which you realized that they simply found you annoying. And if, instead of providing you with love, your mother demanded it from you, you will also have recognized this terrible, aberrant situation.

You actually never had a choice. As I noted above – it's as though all this information is being handed to you on a silver platter. And if your parents were perhaps not strong enough themselves to be able to protect you enough emotionally, you will have sensed this more intensely than you ever desired.

In the end, you were confronted at far too young an age with the full spectrum of reality. From the beginning, life placed a special burden on you. Basically, while you were still a child, you encountered the true nature of human beings in all of its facets, which are definitely not all positive. Ignorance is bliss – but even as a child, you were, unfortunately, anything but ignorant.

This may be the greatest challenge of your highly sensitive life. You are in constant danger of seeing only the negative aspects of the people around you. Only as you go through life will you realize that there are also ample positive aspects. It's just a question of what you choose to focus on.

As a separate issue, human beings are, of course, at the top of the food chain. There is only one explanation for this evolutionary achievement: Humans were able to gain this exceptional evolutionary advantage over all other living beings only because they have the greatest will to survive. It could also be said that humans are by far the most aggressive creatures on earth. In Nature's pitiless game of "eat or be eaten," humans have thus far been the most successful players.

As you KNOW, of course, this fundamental law of nature – live and let die – still applies today. The only evolutionary difference is that – especially in the case of civilized society – we no longer wish to use physical violence to achieve our goals. We would greatly prefer to remain blissfully unaware of the beast that resides within us. Today's humans therefore employ far more subtle tools to assuage their persistent, undiminished levels of aggression.

What this means is that although civilized societies now take a negative view of physical violence, they have, at the same time, come up with a shrewder solution. The inhabitants of the northern hemisphere, in particular, have simply replaced physical abuse with psychological abuse. The industrialized nations have merely turned to more intellectual forms of abuse for acting out their more sinister inclinations. They have even changed the laws regarding violence so that only physical abuse is punishable under the law, whereas psychological abuse, such as belittling, excluding, humiliating, disrespecting, shaming, or other types of emotional injury are generally not subject to any form of legal retribution. But there is really no difference. Whether someone attacks you on a physical level or a psychological level, it is still an act of violence. In some cases, it might result in immediate death, and in others, death may only come on gradually. Over the course of thousands of years of evolution, nothing has changed. The beast within us is still alive and well. The weapons it employs are just more devious than they were a thousand years ago.

As an HSP, you are certainly conscious of these more disturbing aspects of life. In contrast to people who aren't highly sensitive – who would dismiss all of this as absurd – you KNOW, based on your intuition, that every human being truly has a dark side. In extreme cases, you may even come to the conclusion that *everything is simply deception and betrayal*. I personally would immediately understand what you meant by that. People who are not highly sensitive, however, wouldn't even have a clue what you were talking about. They would be absolutely non-plussed – and would have serious concerns about your psychological wellbeing.

As a result, over the course of your life, you have probably come up with some self-protective strategies. From a young age, you became accustomed to remaining constantly on alert, and this allowed you to quickly realize that a thick emotional protective wall could keep you safe. You also began early in life to train your powers of observation, since, after all, you had to constantly monitor your surroundings for threats.

Gradually, over time, you trained your mind to be able to make a razor-sharp analysis of a situation. Throughout your life, you have learned to take every possible threatening scenario into consideration. And today, your thought processes automatically take into account a vast range of innumerable factors, including even the most improbable scenarios. All in all, you have brought your brain's cognitive abilities to their highest level. After all those years of intensive (and involuntary) training, you are now intellectually armed to the teeth. The danger now is that you will continue to focus on your mental strengths (and allow your brain to continue to burn red-hot).

It would be much more expedient if you were to stop pushing your brain to its limit – after all, it is already handling a dangerously high load. It would be far better for you to pay attention to something else entirely:

The task facing highly sensitive people is to tap more intensively into their emotional realm.

A far better life strategy would be to force yourself to come into contact with a large number of other people, because this would allow you to increase your resilience (emotional resistance).

For most HSPs, however, this will sound extremely exhausting and unpleasant, and so they will go out of their way to avoid it, which puts their NES at great risk of demise. They are then left with only their intellect, which leads to the ADULT EGO STATE taking on a disproportionately large role. At this point, life begins to become too cerebral. The usual tragic result of this is a lack of grounding, purpose, and authenticity, along with the inability for self-love – not to mention an overload syndrome that may, like the sword of Damocles, hang over their heads for the rest of their lives.

You, on the other hand, can – right this very minute – take the wiser route. There is no need for you to keep boosting your mental abilities – your mind is already operating at a record-breakingly high level.

HSPs must protect their minds from persistent stress.

Your brain is like a Formula 1 racecar. These vehicles are designed to be capable of delivering top-level performance — but only for a relatively short period of time. If, on the other hand, you decided it would be a good idea to use your amazing racecar to compete in a desert rally (or even just to drive it to the grocery store every day), your exceptional Formula 1 racecar would soon be reduced to a pile of junk.

It's the same with your brain. If you don't treat it with great care, your AES – in other words, your mind – will very quickly suffer

damage (more on this later). Your unnaturally strong intellectual powers generate an enormous concentration of energy in your head. If you push them to their limit or beyond, or if there is never any downtime, this can quickly lead to health problems. It's similar to the energy produced by the sun: at the appropriate strength, its rays create and sustain life. When they become too strong, they have the ability to kill.

1.4 PUTTING IT ALL TOGETHER

You will, of course, be able to find a psychiatrist, psychologist, or therapist who will tell you that you must indeed have experienced a traumatic event before, during, or shortly after your birth.

All sorts of assumptions and speculation will be brought into play: Your father or mother must surely have left you alone at home for hours. No one would have been there to hear your cries and, as a newborn, you would surely have had the feeling that you had been abandoned and left to your fate – you may even have felt that you would starve to death. Or something perfectly harmless may have happened in the hospital, but from your subjective newborn perspective, this was interpreted as a life-threatening event. The floodgates to all kinds of misunderstandings will be flung open.

Consider carefully whether it really makes sense to revisit the past.

This knowledge will rarely be helpful, especially if it serves to plant the terrible thought in your head that your mother or father could bear some responsibility for the problematic situation in which you currently find yourself. I would expressly warn you not to entertain these types of suspicions (something trained psychologists routinely engage in). I have seen this lead to dramatic familial crises, from which the family was never able to heal. As you read this book, you will learn that for you, as a highly sensitive person, feelings of resentment can have an especially detrimental effect.

It's far more critical that you remember that the fact that you possess a special NEWBORN EGO STATE rather than a conventional inner child is of fundamental importance for you. This is the underlying factor that has allowed you to retain your primal instincts, and these provide you with the most powerful weapon that exists: your intuition – your omniscience.

The materialization of such a breath-taking gift is unique, and in the end, presents you with far more advantages than disadvantages in life. It's just a question of becoming aware of it.

The problems we experience in life aren't the result of something bad that has happened to us – they are due to our lack of awareness of our own strengths and our subsequent inability to tap into these.

Even in cases, though, where the reality of the current situation is not – or cannot be – seen or accepted, conflicts can still arise. More on this later ...

To close this first chapter, I would like to point out something critical: The division of your being into three ego states is, naturally, merely a psychological model. In virtually every scientific discipline, it is accepted that instruction will be based on models, theses, or other theories. Take, for instance, Bohr's model of the atom, which we are taught in school, but which has precious little to do with the true fundamental nature of atoms. Or take the thesis from neurological research that it is our minds alone that determine who we are, although there is plenty of scientific evidence to the contrary.

Despite our innumerable models, theses, and basic scientific assumptions, we will probably never truly or fully understand how life actually functions (even if you find yourself spending a lot of time ruminating about it). But the *three-ego-state model* I

have developed is wonderfully well-suited for use in a professionally based approach to identifying the special features of your personality. I was quite literally compelled to come up with something new. For one thing, my own intuition led me in a quite amazing way to this knowledge and, for another, it is based on empirical evidence from my many years of hands-on professional experience. Not to mention the fact that in academic research circles, the existence of highly sensitive character traits is being questioned, with a tendency to view high sensitivity as a pathology.

High sensitivity is a personality trait – not a mental illness!

There is no need for concern, however. When it comes to how we regulate our lives, many of today's scientists believe that it is our *enteric nervous system*, i.e., our subconscious gut-brain, that is running the show (see, e.g., *Michael Gershon: The Second Brain*). This is taken into account in my *three-ego-state model*, since it is our gut feelings, after all, that make it possible for us to live an INTUITIVELY LED LIFE. And you, in particular, as an HSP, can become a master at this.

And yet, we are still faced with a dilemma. Even today, scientists have not found a plausible explanation for the fact that some people are able to quite quickly and easily deal with personal and psychological problems while others have an unbelievably difficult time doing so. Or why some individuals are plagued by horrific problems all their lives while fate seems to have smiled on others.

Physicians and psychologists also have no explanation for why so many people today suffer from chronic pain for which there does not appear to be an underlying reason. The same goes for addiction, obesity, and depression. And yet, other people live their entire lives without experiencing any of these problems. Unfortunately, highly sensitive people are also among those caught up in this general confusion. Many of them spend their lives constantly searching – they undertake a journey to seek out the purpose behind everything. Some people pursue their internal and external searches to the point of sheer exhaustion.

Whether or not you are coping well with your highly sensitive personality, my model will certainly provide you with some answers. The first one has already been revealed in this chapter:



Highly sensitive people are intermediaries

between the VISIBLE and the INVISIBLE WORLD.

More so than for others, you, as an HSP, are capable of tuning in directly to the realm of intuition. Even if this connection doesn't seem to be functioning quite properly right now, one thing is certain: you are dealing with a set of extremes!

At one end of the spectrum, you are as vulnerable as a newborn, and on the other, you possess almost magical intuitive powers. And, right in the middle of the spectrum, there you stand with your AES – which is most likely completely overwhelmed in its constant agonizing attempt to somehow process all of the information your mind is taking in.

You will see that, at first, these three ego states are going to generate some conflict. You will be confronted with seemingly mutually incompatible needs. When you allow one aspect of your personality to predominate, you will simultaneously be suppressing another. If you satisfy one need, it will appear as though this makes fulfilling a different desire impossible.

It's time to put an end to all of this potential drama and these apparent contradictions. In the first step, you'll become aware of the types of career paths that are best suited to your highly sensitive nature.



What Gifts Lie Dormant Within Me?

This topic is of such fundamental importance that, in this book, I will explicitly avoid the over-emotional undertone found in so much of the literature on high sensitivity. I'm not going to romanticize things – there is too much at stake for you. If it takes you too long to find your way, the delay can be dangerous. Your highly sensitive body isn't designed to have to permanently deal with inner conflict.

Beyond that, over the past several years, I have also had to witness too many HSPs who were literally wallowing in a kind of victim mentality. I have seen too many exceptional and, above all, highly respectable people who, in their frustration, simply vegetate in front of their televisions or numb themselves with drugs, fatty foods, or sugar. Others immerse themselves in daydreams about finding the love of their life, hoping that a new lover can help make everything right again.

To prevent yourself from slipping into any such hopeless situation, what you need, first and foremost, is *self-awareness*. As the term already implies, you can attain this by simply becoming *aware* of your*self* – and this applies above all to your many talents. That is why, in this chapter, we will address all of the hidden abilities that dwell deep within you.

Some of these you are already using – even if unconsciously – in your daily work. Others may not yet be fully developed. It depends on which phase of PERSONAL GROWTH you find

yourself in. But still, you'll be surprised at just how unambiguously your strengths and gifts point you toward a very specific vocational calling. If you are highly sensitive, the following aspects will be especially applicable:

- 1. Knowledge
- 2. Independence
- 3. Creative Powers

Let's begin with one trait that can be an exceptional gift, but, at the same time, a burden.

2.1 KNOWLEDGE

Your exceptional intuitive abilities mean that you have a sort of divine blueprint of a perfect world in your head. This is a type of higher order that no one can really accurately define. Even you yourself will have a hard time putting it into words. It is something you simply KNOW. When you are confronted with people, situations, or circumstances, you have a perfect sense of whether things are just right or not. In a manner of speaking, you always actually know what would be ideal.

HSPs have KNOWLEDGE of what an ideal world would look like.

You have a sixth sense for everything as to whether it is perfect or not. Your KNOWLEDGE is divided into the following aspects:

- 1. An understanding of harmoniousness
- 2. A strong conscience
- 3. A sense of justice

2.1.1 An Understanding of Harmoniousness

Harmoniousness is nothing more than a lofty ideal. It is the agreeable concomitance of circumstances, people, or things. Harmoniousness is another state that is difficult to grasp on an intellectual level. You have to just KNOW what it is. Here, too, we are obviously dealing with something ordained by nature.

When we encounter it, we experience a sense of harmony. The absolute rightness of what is beautiful. An ideal, irrevocably given us by nature, that no fashion trend could ever begin to approach.

Highly sensitive people have a heightened understanding of what is harmonious.

Leonardo da Vinci and Michelangelo Buonarroti are certainly prominent examples of HSPs whose understanding of harmoniousness allowed them to create astonishing works of beauty. Their gifts to humanity can never be described as "mainstream." They represent a form of perfection that people experience deep inside themselves as harmonious, as pleasing. The same is true for classical music: the music of Beethoven, Bach, and other great composers has retained its timeless appeal throughout the ages.

Although it is probably not your life goal to become one of the greatest artists or musicians in the history of mankind, you will nonetheless recognize that you, too, carry this KNOWLEDGE within you. It is the logical consequence of having an HES. You simply KNOW if something is right or wrong.

When something doesn't fit into a painting just right or when something in a piece of music sounds dissonant, only you, as an HSP, will sense this immediately. When this happens, your primal instincts have taken over. All day long, minute by minute, you will be able to sense whether everything in your surroundings is just the way it should be. In your home, on your desk, at an art exhibition, or with the smaller works of art that you have created yourself.

In your everyday work, too, you will constantly sense whether or not everything around you is harmonious. When your working environment isn't peaceful, this will make you very uncomfortable. For example, you would find it absolutely impossible to work in a large open-plan office where there is constantly a negative atmosphere. Even disputes in neighboring departments can generate a feeling of dread in you. A negative work environment can even rob you of sleep.

Some HSPs are affected by this to an extreme degree. Then, even harmless visual and tactile stimuli, smells, or sounds can actually cause them to feel so uncomfortable that they simply cannot endure this disharmonious input.

But HSPs also have a sense for the rightness of intellectual issues. When they hear about a new idea, they quickly have a definite feeling about whether or not it fits into reality. This could include work processes, corporate strategies, marketing concepts, or even simply a friend's life plans.

If the people in your private or professional circles are smart, when they need advice, they will turn to you. As long as your HES can make itself fully heard by your AES, you are even capable of acting as a sort of oracle. You will very rarely be wrong in your assessment of a situation. The company's owners would also do well to allow you to give them your feedback. If the world would pay more attention to what HSPs have to say, so many mistakes (and above all, so much lunacy) could be avoided.

Some HSPs who work as career coaches, trainers, or consultants can't always explain this ability themselves. They often then feel that they are able to predict the future. This is a fallacy, however. I don't believe that anything can be predicted. HSPs simply have a stronger sense of how things are ordered – a KNOWLEDGE of what fits harmoniously into the realm of reality. It is a form of holistic order to which every life is subject.

I'm sure I'm not telling you anything you don't already know. Perhaps you only experience your understanding of harmoniousness more indirectly. For example, it might reveal itself in your perfectly organized desktop, where everything has to be in its assigned place. Or perhaps you have an overly exaggerated sense of tidiness, which leads you to keep your home exceptionally neat, clean, and harmonious, allowing you to fulfill at least some part of your concept of what an ideal world would look like.

It could also be that you chase after only that which is beautiful (people, for instance), because this is the only thing that isn't fundamentally contradictory to your understanding of a harmonious aesthetic appearance. Or, you have suffered all your life because of your figure, since it can never measure up to your KNOWLEDGE of what a perfect body would be.

This is the downside to your understanding of what is harmonious – it can very quickly degenerate into perfectionism. And then, your gift becomes a burden. Anything that you see as being imperfect will consequently be experienced as a great affront your inner sense of harmoniousness.

At the same time, however, many HSPs are not aware that other people don't possess this same KNOWLEDGE. The people in their private and professional circles often have no idea what the term PERFECTION even entails.

If you, as an HSP, work in a managerial position, it is likely that no one ever does anything to your complete satisfaction. You then almost certainly begin to check up on everything and everybody, to be sure that every possible error is uncovered. In extreme cases, you may even decide to simply do everything yourself, since no one else can measure up to your high standards.

HSPs need to work in professions where perfection is accepted.

Cardiologists, for example, are most definitely given sufficient time and space to allow them to optimally carry out their medical duties. Here, perfectionism is called for. If, however, hospital management begins to require them to also take into account the financial aspects of their work, then the situation becomes quite different. For surgeons who are highly sensitive, this will eat away at them, and they will at some point decide that they can no longer continue to work at this particular hospital. The HSP cardiologist will probably have to open their own practice and go into business for themself.

Not everyone has this kind of option available, however. Then, the tendency toward perfectionism can actually trigger a great deal of inner conflict. If HSPs are forced to accept mistakes, to improvise on the job, or simply accept mediocre work, this can lead to absolute inner turmoil.

I have even known HSPs who couldn't sleep at night simply because a worker had hung their favorite oversized picture slightly crooked on the wall.

Your understanding of harmony and/or your tendency toward perfectionism stand in general opposition to the realities of today's working world. The universal workforce shortage and the never-ending efforts at corporate restructuring make it nearly impossible to attain optimal business operations. It is cheaper to throw a defective product onto the market than it is to slow the process down by putting it through preliminary testing and controls. It is more expedient to accept a lower level of quality than to hire more staff to allow better structures and conditions to be put in place.

Workplaces where the environment is chaotic or companies where quality is not prioritized are completely ill-suited for highly sensitive people.

2.1.2 A Strong Conscience

The conscience is another concept that is difficult to define in intellectual terms. It encompasses the HSP's heightened intuition, but it also represents a form of higher KNOWLEDGE – in this case, however, from an ethical perspective. It allows HSPs to sense more strongly than others what is morally right or wrong. Even if they haven't had the benefit of a good upbringing, they will always be able to precisely distinguish between good and evil.

As a rule, you will find it difficult to escape your conscience. It occupies a very high position in your being. Your primal instinct lets you know what is right – and, above all, what is *not* right.

HSPs have high moral and ethical values.

Your conscience is probably the only thing to which you feel duty-bound. You want to be able to act according to your own values and standards. If you were a situation where you felt compelled to trick someone, tell a white lie, or charge a customer more than was necessary, this would unquestionably cause you to lose sleep.

So, it stands to reason that you are practically fanatical when it comes to honesty. You are living in a world, however, in which the battle for market share is growing ever fiercer, practically driving companies to implement morally questionable measures. If this affects you in your role as an employee or a decision-maker, sooner or later you are likely going to feel that you have to resign.

More likely though, you will bravely hold on – usually right up until the bitter end. The reason for this is another trait that distinguishes you from non-highly sensitive people:

HSPs are loyal and want to fulfill their duty.

Your sense of duty is exceptionally strong. This makes it easy for you to be entrusted with important tasks, where no one has to check up on you to make sure that you have properly completed them. You are the essence of reliability. You KNOW what needs to be done, innately understand and follow the unspoken rules, and always punctually deliver that which you have previously promised.

Basically, you are every HR department's dream employee. You always take into consideration company resources and goals, never waste time, and consistently put customer satisfaction first. When you are allowed to work according to your own values and standards, everything runs like clockwork. No shenanigans, no tricks – simply an honest job performance.

Moreover, you are also probably capable of doing the work of two people. It is frequently only after a highly sensitive employee quits that the employer realizes that no one else can even come close to producing the same results. The next person to take the job is either overwhelmed by the complexities of the job or can't get the work done within the given timeframes. Only once the HSP is gone do many HR departments belatedly recognize the speed, precision, and effectiveness with which the work had been carried out. Now, they need additional staff, but since this is rarely approved, the entire department comes under pressure – simply because one single HSP has left.

2.1.3 Justice

Highly sensitive persons have a profound sense of justice. This, too, is a logical consequence of their extreme understanding of the harmonious – their notion of a perfect world. This

KNOWLEDGE is also hard to precisely define. Only HSPs have an unerring sense of whether a particular situation or constellation is just or not.

For example, this makes it extremely difficult for you if you hear a manager yelling at a subordinate or if other staff members go on the attack and start bullying another co-worker. It doesn't matter whether you yourself are directly affected or if you are simply an observer, your profound sense of justice will strongly inform you that something is wrong. And this will trigger a lot of anxiety.

If you are confronted with injustice in your surroundings, at work, or anywhere else in the world, this will weigh heavily on you.

HSPs want to work in a world that is just.

The figure of Robin Hood perfectly describes you – you possess a noble idealism, which is obviously very difficult to put into practice in an age in which values are no longer what matters, but rather, whether you are seen as the victor or the vanquished. You will therefore enjoy a strong sense of purpose when you have the feeling that your professional work has made the world even just a little bit more just.