



WITH THE KNOWLEDGE OF PSYCHOLOGICAL COUNTERINTELLIGENCE, EVERYTHING BECOMES MORE VISIBLE. CONVERSATION WITH MĀRIS AUDERS

Seminars are special in that they are not about lecturers, but about participants, comments Māris Auders – a 4th or master level graduate and lecturer of the consulting program. The Business Union "KONSULS" talks to Mr. Auders about the acquisition of the program, practice of the acquired knowledge and the biggest benefits.

Māris Auders' daily life is related to the development of sales strategies in various countries around the world. The international company's export sales manager oversees more than 45 countries. "Our product is used by firefighters, rescuers, and military divers around the world. Working in different countries of the world, I encounter different cultures, different political, social, etc. status, as well as cultural heritage and languages," reveals Mr. Auders on the topic of why he was obliged to start Psychological Counterintelligence training several years ago.



What do you think Psychological Counterintelligence is?

M.A.: Psychological Counterintelligence is an objective view that gives me a very large time advantage that normally is spent understanding whether or not a particular business, organization, or country may be interested in business transaction with us. Psychological Counterintelligence is a system of thinking that includes a set of tools that help investigate the situation, people or subjects, in relation to the achievement of their goals. One aspect of this instrument is self-awareness and the other is provocation. By understanding yourself, you can provoke others, and gain confirmation of the questions

asked by yourself. Of course, not every person can learn these things, they must be of a certain

maturity and with a certain desire to discover things unknown to themselves, and they must be ready to learn not only the unknown, but also unpleasant things. This is the first condition.

In what situations is this knowledge particularly useful?

M.A.: By applying the methodology of Psychological Counterintelligence, everything not only becomes more visible, but also becomes more interesting. The most important benefit is that no matter what nationality, language or in which part of the world you meet someone, during one dinner together I can find out all the information I need about him or her. In addition, in my opinion the most important, I can say whether long-term cooperation can take place and what the risks are. This is especially important because from the very beginning, without making the right choice with an international cooperation partner, you can waste work and energy you have been investing for years without realising your goals.



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What are the biggest personal or professional benefits of learning this more effective way of thinking?

M.A.: So, when meeting a client or partner after learning “*Psychological Counterintelligence*” – *antimanipulations* methodology – I have gained the ability to identify the uniqueness and potential in these people. It is much easier and faster to model actions and developments for any relevant situation. Typically, people celebrate victory over their reality and their own righteousness. And the biggest loss is that, first of all, people stay and linger in this celebration until the end of their lives, and they never learn anything more. Second, people celebrate their thoughts about themselves and get false approval. And this, in my opinion, is the biggest factor in stagnation, in which a person doesn’t move towards the knowledge of himself and others, but falls into the swamp of selfishness.

For whom and why do you recommend learning Psychological Counterintelligence?

M.A.: The training of the program is not a traditional study experience because it is an interactive activity in a group. Teachers make one contribution to this lecture, and the other is made by the group dynamics and what happens during the lecture. The whole learning process is full of cognition processes and questions on which you cannot get answers right away. You see, the same process happens when you ask a question and offer a solution, in the training process you may have several months or a year to solve this question. Some theories call this philosophizing, but in this case, it is cognition with purpose. One of the conditions that must occur in order to learn is precisely this desire for knowledge. Respectively, the type of training is not traditional. It is not what has been typically seen in seminars, lectures, etc. This is a full day of group work and teacher instruction that results in discoveries. The seminars are special in that they are not about the lecturers, but about the participants.

You have acquired the highest or master level in Psychological Counterintelligence and have become a teacher. Please share your experience!

M.A.: After 6 years of training, I had the opportunity to start practicing my knowledge as a teacher. Of course, being a teacher for such a program is a great challenge! My experience was very interesting, because in the classes I have to meet a version of myself, as I was all those years ago. I am driven by a sense of satisfaction when people manage to broaden their vision, overcome their resistance and become driven to make discoveries. It is fantastic to spend a day in the company of smart, intelligent people while I myself can gain new knowledge and discoveries from the participants. ■