

# Just Talk – Detailed Consultant / Expert Orientation & Reference Guide

## 1. What is Just Talk?

Just Talk is a structured, conversation-led platform focused on clarity, alignment, and orientation for individuals and couples. It is designed for people who feel stuck, confused, or repeatedly misaligned in conversations, decisions, or expectations.

The role of a Just Talk consultant is not to advise, diagnose, fix, or resolve. Instead, the consultant helps participants see how they are thinking, reacting, prioritising, and interpreting situations. Clarity itself often creates movement.

All sessions are phone-based, anonymous, time-bound, and guided by a clear conversational structure. This ensures focus, safety, and efficiency.

## Reference Reading

- Peter Drucker – Managing Oneself
- Socratic Dialogues (selected modern summaries)
- Edward de Bono – Six Thinking Hats (for structured thinking reference)

## 2. Evolution of the Model

The Private Jet Consulting (PJC) Model is the result of integrating structured inquiry, human difference frameworks, and practical decision-focused conversation design. It is intentionally non-clinical and application-oriented.

### **Classical Foundations – Inquiry, Essence, Context**

Socratic questioning emphasised disciplined dialogue to surface assumptions. Plato focused on separating surface narratives from deeper drivers. Aristotle introduced categorisation, sequencing, and cause-effect reasoning.

### **Early Modern Thinkers – Method and Structure**

Francis Bacon promoted learning through observation and iteration. René Descartes introduced decomposition, breaking complexity into smaller parts.

### **Personality and Management Thought**

Carl Jung highlighted stable differences in perception and evaluation. Frederick Taylor emphasised efficiency and leverage points. Peter Drucker reinforced outcome clarity and responsibility.

### **Contemporary Cognitive Insights**

Modern research on attention span, stress response, bonding, and decision fatigue informs session duration and pacing. These are used as metaphors for understanding variation, not as biological claims.

## Reference Reading

- Carl Jung – Psychological Types (overview summaries)
- Daniel Kahneman – Thinking, Fast and Slow
- Herbert Simon – Bounded Rationality

### 3. Myers-Briggs Type Indicator – Practical Explanation

The Myers-Briggs framework explains preference, not capability. It answers why two people can face the same situation and react completely differently.

#### **The Four Preference Areas**

1. Focus: Inner reflection vs outer engagement 2. Information: Facts and experience vs patterns and possibilities 3. Decisions: Logic and consistency vs values and people impact 4. Structure: Planning and closure vs flexibility and openness

In couple conversations, differences here often show up as misunderstandings, not incompatibility.

#### **Reference Reading**

- Isabel Briggs Myers – Gifts Differing
- David Keirsey – Please Understand Me
- MBTI Step I Practitioner Guides (non-clinical sections)

## 4. The 8 Cognitive Functions – Easy Reference for Live Calls

These functions describe how people take in information and decide. Everyone uses all eight, but comfort and access differ.

- Thinking – deciding through logic, rules, consistency
- Feeling – deciding through values, impact, harmony
- Sensation – noticing facts, details, present reality
- Intuition – noticing patterns, meaning, future possibilities
- Each function can be inward-focused (private processing) or outward-focused (expressed processing)

During calls, consultants observe which functions participants rely on naturally and which feel effortful or avoided.

### Reference Reading

- Carl Jung – Psychological Types (functions overview)
- Linda Berens – Understanding Yourself and Others
- Dario Nardi – Neuroscience of Personality (conceptual insights only)

## 5. The Private Jet Consulting (PJC) Model – Operational Use

The private jet metaphor helps participants visualise internal processing without labels.

### **Pilot (Inferior Function)**

This is the least comfortable processing style. It often appears during stress, arguments, or shutdown. Couple conflicts frequently originate here.

### **Co-Pilot 1 (Auxiliary Function)**

This is the stabilising function. It supports decision-making and daily functioning. Consultants often anchor conversations here.

### **Co-Pilot 2 (Tertiary Function)**

This function develops with maturity. It appears inconsistently and can be misused under stress.

### **Emergency Brake (Post-Session Alignment)**

The Emergency Brake is not pre-assigned. After the first couple session, the consultant discusses observations with the Just Talk head via live chat. Together they define what needs to pause, slow, or redirect future conversations.

## Reference Reading

- Systems Thinking primers
- High-stakes conversation frameworks (business literature)
- Case summaries shared internally by Just Talk

## 6. From Theory to Real Couple Conversations

Jung introduced the idea of different mental functions. Myers and Briggs made it usable. Later contributors organised function hierarchies.

Just Talk adds the Emergency Brake to make conversations safer, clearer, and more predictable in emotionally loaded situations.

The consultant's role is to observe patterns, not judge behaviour.

### Reference Reading

- Nonviolent Communication – Marshall Rosenberg (select concepts)
- Esther Perel – Relationship Dynamics (contextual reading)
- Just Talk Internal Conversation Playbooks

### Final Summary

The PJC Model is a clarity-first conversation framework. It prioritises efficiency, respect for differences, and observable outcomes. This document is designed as a live-call reference and orientation companion.