Leadership Richard B. Wells

Glossary of Technical Terms

- **2LAR:** second-level analytic representation. The four heads of a 2LAR are Quantity, Quality, Relation, and Modality.
- **ability:** the exhibition of a change in the appearance of an object insofar as the ground for the determination of the change is metaphysically placed in the Nature of the object. The matter of an ability is called a power (*Kraft*) and the form of an ability is called a faculty (*Vermögen*).
- **abstraction:** the act of understanding in the three-step synthesis of apprehension in sensibility, by which is segregated from a representation everything by which the comparate representations differ with regard to the purpose in making the representation.
- **accident:** the notion in a cognition of the appearance of the *Existenz* of an object.
- **accommodation:** modification of an existing structure to permit incorporation of a new representation or scheme within it.
- act (*Handlung, actus*): the determination of a *Kraft* as a cause of accidents.
- acroam: a fundamental principle of metaphysics proper. The acroams of mental physics are the fundamental laws of mind and functional regulations of mental processes.
- actio invita: an action taken despite reluctance on the part of the person taking the action in which the selfdetermination is according to maxims connected to imperatives of reciprocal duties.
- actio involuntaria: an action taken because the contrary action violates the condition of an imperative of a categorical or hypothetical duty to oneself. In the making of this self-determination, there is a lack of choice alternatives the person can select.
- action (Wirkung, actio): change in appearance of accidents.
- **activity** (*Thätigkeit*): the union of act and action. In motoregulatory expression activity is the unity of behavioral appearances in *soma*.
- **actuality:** a primitive *a priori* notion of Modality in determining judgment by which mind understands an Object as being an object of sensible experience. Consult *The Principles of Mental Physics* for the metaphysical *Realdefinition* of this term.
- **adaptation:** (1) the equilibration of assimilation and accommodation. (2) the equilibrium so achieved by it.
- **aesthetic Idea:** Quality in the synthesis of continuity between *nous* and *psyche* producing continuity in perception.
- **affective perception:** a non-objective perception. Affective perceptions are judged by the process of reflective judgment.
- **animating principle:** a principle of *nous-soma* reciprocity. The faculty of animating principles is *psyche*.
- **anticipation:** knowledge through which the person can recognize and determine *a priori* what belongs to empirical cognition.
- anti-social benefit: a state of affairs in which one of

- either the leader or the follower is not satisfied by the outcome of their cooperative actions and the other is.
- **appearance:** the undetermined object of an intuition. That in an appearance that corresponds to sensation is called its matter. That in an appearance which allows the manifold of appearances to be ordered in relationships of subjective space and time is called its form.
- **apperception:** the process of synthesizing empirical consciousness.
- **appetite** (*Begierde*): a practical self-determination to undertake an action that will find its terminal satisfaction from the effect it has.
- **appetition:** the process of making a self-determination of an appetite.
- **appetitive power** (Begehrungsvermögen): the practical ability of a person to take an action and thereby be the efficient cause of the actuality of the object of that action.
- **apprehension:** the three-step synthesis of the representation of an intuition in sensibility.
- a priori: prior to actual experience.
- **assimilation:** incorporation of a representation or scheme into a general structure.
- **attitude:** the totality of acts of motoregulatory expression and ratio-expression produced by practical judgment in accordance with the manifold of rules that orients the motivational dynamic in the general process of judgmentation.
- **authority:** possession of the *Kraft* of beneficially causing something to become greater, to increase, to be strengthened, or to be reinforced in some way. *see also:* expectation of authority.
- authority figure: the position of an agent of leadership governance charged with the duty of causing the association's general success and welfare to become greater, to increase, to be strengthened, or to be reinforced.
- Baconian idols: the metaphorical names given to various types of prejudices and presuppositions that frequently occur in human behaviors. The idols are classified as: the idols of the tribe (Quantity); the idols of the den (Quality); the idols of the theater (Relation); and the idols of the market (Modality). Each has its intellectual parallel in the powers of a person.
- **belief:** unquestioned holding-to-be-true-and-binding on the basis of a merely subjectively sufficient reason and held without consciousness of doubt.
- benefit: see anti-social benefit, social benefit
- capital stock: (often abbreviated as "capital") that part of a person's stock of goods in excess of what he presently requires for purposes of consumption and which he uses to produce a revenue of additional wealth-assets, including additional capital wealth-assets. Capital stock is usually further sub-classified as fixed capital and circulating capital.
- categorical duty: a duty understood, by means of its connection in the manifold of concepts, in a categorical

- Relation by which a person respects himself as an individual and sets terms by which he can and is willing to oblige himself to act on the basis of some condition while not violating other duties to himself he makes for himself. Categorical duties pertain to how a person's actions and decisions affect his own self-regard.
- categorical imperative, the: the master regulatory function of pure practical Reason that mandates for achieving a state of holistic equilibrium and a structure of universal law in the manifold of rules.
- categories of understanding: the twelve primitive a priori functions of determining judgment by which a concept is combined with other concepts in the manifold of concepts. The categories of Quantity are unity, plurality, and totality; the categories of Quality are reality, negation, and limitation; the categories of Relation are substance & accident, causality & dependency, and community; the categories of Modality are possibility & impossibility, actuality & non-being, and necessity & contingency. See The Principles of Mental Physics for the Realdefinition of these terms
- causa determinans: the rational ground for a choice.
 causality: the notion of a determination of a change by which the change is established according to general rules.
- causatum: a rule for the determination of a change under the condition of some cause that serves as the ground for invoking the rule.
- cause: the notion of the agency of a substance, regarded as an object, insofar as the object is regarded as containing the ground for the actuality of its own changes.
- **circumstance:** the outer connection in which an occurrence happens.
- **circumstance, external:** the object of a person's concept of a situation and occurrences with which he finds himself having to deal.
- **citizen:** a member of a community who accepts mutual obligations with its other members and who accepts the performance of acts of citizenship as a reciprocal duty to the community.
- citizenship: the actuality of individual actions congruent with conventional general standards of expectation for civic actions. It is grounded in reciprocal duties of association. Real citizenship is a social dynamic of relationship and subsists only in the practical actions of individuals.
- civic: pertaining to individual citizens.
- civic affairs: affairs of citizens or of citizenship.
- **civics:** the branch of political science that deals with civic affairs and the duties and rights of citizenship.
- civil: pertaining to the community of citizens.
- civil affairs: affairs pertaining to the community of citizens.
- **civil community:** the community of associates under a civil convention.
- **civil convention, the:** a form of association which will defend and protect with the whole common force the person and goods of each associate, and in which each associate, while uniting himself with all, may still obey

- himself alone and remain as free as he was before joining the association.
- **civil liberty:** liberty bound by deontological obligation to participate as a citizen in a civil community such that the obligation acts to produce self-imposed constraints on the actions a person undertakes.
- civil right: any object defined by a civil convention that is regarded under that convention as an intangible property possessed by every member of the civil community as an expected benefit of citizenship in that community. A necessary condition for the practical *Existenz* of a civil right is a social contract entered into by every citizen.
- civil tranquility: the attitude of the body of citizens at large (called their mood) that results from being satisfied enough in their relationships to the general state of life in the community so as to desire nothing more or different in this relationship.
- **coercion:** subjective compulsion grounded in non-reciprocal duty.
- cognition: conscious objective representation. Cognition involves two species of representations, namely, intuition and concept. A cognition is an objective perception. That which is represented by a cognition is called its object.
- **coherence:** the necessary form of complete congruence among all Objects in the *nexus* of judgments under the principle of thorough-going determination.
- commonwealth of the group: Also called the general welfare. The entirety of the personal interests and objectives of the members of the group not in conflict with each other such that the satisfaction of one person's objectives does not necessarily imply the frustration of another's.
- **community:** (1) a civil association, under a civil convention, of people having common civil rights and civil liberties with a common system of governance; (2) one of the categories of understanding in Relation.
- comparation: the act of understanding in the three-step synthesis of apprehension in sensibility that performs a logical comparison of comparate representations in terms of the relationship of these representations with the unity of consciousness. Mathematically, comparation is the synthesis of equivalence structures with respect to formal expedience.
- **compulsion** (*Zwang*): an effect wherein a person determines himself to do something that he would not otherwise do in the absence of some external circumstance
- **compulsion, objective:** compulsion grounded in or under a practical hypothetical imperative of reciprocal Relation in a circumstance involving an idea of a social contract.
- **compulsion, subjective:** compulsion in which a person is concerned primarily or exclusively with his own inclinations towards his own well-being. It is conditioned under some duty to himself and manifests a concern of self-love.
- **concept:** an objective representation of a rule for the reproduction of an intuition in sensibility. Concepts are rules of understanding in the manifold of concepts.
- condition: the object of a concept applied as a delimiting

characteristic or mark, either as part of the totality of the concept conditioned by it or as a ground of the conditioned concept, during a synthetic integration of the manifold of concepts. The conditions of an object are objects whose concepts are connected in the manifold of concepts as coordinate or subordinate higher concepts to the concept of the object that is conditioned by them and which understand that object's concept. The concept of a condition is said to be contained in the concept it conditions, and the concept so conditioned is said to be contained under the concept of the condition.

conduct: the determined actuality of non-autonomic actions taken by a human being.

congruence (*Übereinstimmung*): general and global agreement and suitability without contradiction or real opposition.

congruence structure: a structure that satisfies the conditions of a mathematical congruence relation.

congruent: the state of being in congruence.

congruent motives: relationship between the motive of the leader and the motive of the follower in which it is possible for each of them to be satisfied by the outcome of their cooperative actions.

consciousness: (1) the power to represent the *Dasein* of other mental representations such that these are made perceptions and are attended to by the processes of mind; (2) the representation that another representation is present and is to be attended to.

constitution (of a community): a documented agreement entered into by all citizens of a community, all of whom agree to be duty-bound to the observance of its terms and to act in compliance with them.

context (Zusammenhang): the sphere of concepts, connected by determining judgment with the concept said to have the context, which delimits the applicable scope involving that concept in Reality.

cooperation (of the leader and follower): the joint actions of two people in a leadership relationship.

creativity: the power of the aesthetic Idea to stimulate the process of thinking by summoning concepts from the manifold of concepts into the synthesis of reproductive imagination in such a way that these concepts become partial representations and *materia ex qua* for the synthesis of productive imagination.

crime: any intentional transgression (of duty). **criminal:** a person who has committed a crime.

Dasein: existence in the context of that-which-exists. The Dasein of a thing refers to the matter of existence for an Object conceptualized by the categories of understanding as {unity, reality, substance & accident, actuality & non-being}. The Dasein of an event refers to an Object conceptualized by the categories of understanding as {unity, reality, causality & dependency, actuality & non-being}. Dasein of a state in Nature refers to an Object conceptualized by the categories of understanding as {unity, reality, community, actuality & non-being}.

deontological ethics: an epistemology-centered doctrine of social-natural obligations and duties grounded in the mental physics of the phenomenon of mind.

deprivation: tension not involving imperatives of duties to oneself in the manifold of rules and resolved in judgmentation before such imperatives are stimulated.

desiration (*Begehrung*): the representation of a possible appetite rule judged to be satisfactory for formal expedience by reflective judgment.

desire (*Begehren*): the matter of a reflective judgment consisting of a combination of affective perceptions associated through the synthesis of the aesthetic Idea.

Desire: the unity (desire + desiration) in affective perception by which it is possible for subjective affects to be transformed into appetites.

despotic association: see despotism.

despotism: association under an uncivil convention; also called despotic association. *See* also pragmatic association.

determination: a synthetic attribution to a thing of one of two characteristics that are in opposition to each other

determining factor: that which constitutes the reason for making one determination rather than the other.

determining judgment: the mental process that structures the manifold of concepts and produces human understanding and cognition.

disposition (*Gessinnung*): a first subjective ground for the adoption of a practical rule or maxim.

dissatisfaction (*Mißfallen*): a subjective sense of disturbance or ill-being carrying the connotation, "oh, this is not-good."

drive: practical determination of a human being's power to be the cause of change in its external relationships.

drive state: Relation in the motivational dynamic. It represents a *nexus* of formal practical contexts in the human being's activities.

duty: a necessitated action connected in a formula of obligation corresponding to a form of Duty. A duty is the matter of composition in a form of connection of obligation.

Duty: a necessitated and objectively practical act, in accordance with an idea of an objective moral law, that excludes all personal inclinations from serving as the ground of the action. *see also* categorical duty, hypothetical duty, reciprocal duty.

dynamic: a representation of the *Existenz* of a potential power of organization for a particular type of spontaneity.

economics-in-general: the production, distribution, and consumption of wealth-in-general.

emotion: an affective perception sequence in which the feeling of pleasantness or unpleasantness is produced by a momentary inhibition of actions followed by stronger motoregulatory expression of the power of life

emotivity: the reciprocal determination of changes in *soma* and representations of composition in aesthetical reflective judgment. The matter of emotivity is the product of the synthesis in continuity through the aesthetic Idea. In *nous* this matter subsists in determinations of feelings of satisfaction-dissatisfaction; in *soma* it subsists in determinations of anatomical, muscular, and physiological somatic

- expressions which signal changes in affective conditions. The form of emotivity is the nexus of nous and soma in the orienting of activities through the synthesis in continuity of objectivity and is regarded as a value expression.
- empirical: in Critical metaphysics, an object of representation is said to be empirical when the representation of the object in the manifold of concepts is so constructed that the object is signified as thinglike and its marks are characterized by thinghood. For the *Realerklärung* of the ideas of being thinglike and the characteristics of thinghood see *The Principles of Mental Physics*.
- **enormity, Toynbee:** an action taken by agents of an institution that harms members of a society.
- **Enterprise:** the common Object of all the individual instantiations of personal enterprise activities carried out by a group of people associated with each other in a united community.
- **entity:** in the context of leadership, any nominally designated aggregate of people in regular effective interaction with each other.
- epistemology: the science whose topic deals with the sources, scope, and boundaries of pure Reason and reasoning.
- **epistemology-centered:** a system of metaphysics grounded in ideas and principles of epistemology, especially the epistemology of Critical metaphysics.
- equality, natural: the communal condition in which no person has any natural liberty that every other person does not also have.
- **equality, civil:** the communal condition in which no person has any civil right that every other person does not also have.
- **equilibration:** the process of synthesizing a balance between generalization and specialization; specifically, synthesis of a balance between assimilation and accommodation.
- **equilibrium:** (1) a closed cycle of activity in which there are no innovations; (2) complete negation of the intensive magnitude of *Lust per se*.
- **essence** (*Wesen*): the first inner ground of all that belongs to the possibility of a thing.
- **essence, logical:** a merely mathematical essence, i.e., an idea that understands concepts of a merely problematical intelligible object.
- essence of a successful Enterprise: the realization of satisfaction by each member of the Enterprise community of his purposes that ground his individual enterprise activities.
- **essence**, **real**: the Object represented by an idea that understands the complex of sufficient marks that, in turn, understand the concept of a real thing.
- essential: pertaining to essence.
- **evaluation:** the synthetic act combining reflective judgment with noetic organization in *psyche* through the synthesis of continuity in Meaning.
- evil: the Object of practical Reason by which an object is represented as a negative-necessary object of appetitive power (i.e., as a necessarily detested object, the actuality of which appetitive power acts to oppose). executive: in a republic, anyone whose duty is the day-

- to-day governance of the leadership in one or more Enterprise mini-communities in such a way that the Enterprise as a whole successfully executes the activities needed to realize the common purposes of its enterprises.
- **existence:** presence in Nature represented by an Object. The matter of this representation is *Dasein*, the form of this representation is *Existenz*. The idea of existence is practical rather than theoretical. Judgments of *Dasein* and *Existenz* have ontological moments.
- **Existenz:** existence in the context of the-manner-in-which-something-exists. The term designates the forms of appearance of an object and its formal relationships with other objects.
- **expectation of authority:** the demand by citizens that a person holding a position as a designated authority figure possess and employ the *Kraft* of authority and that he will actualize it for the benefit of their association.
- expedience (*Zweckmäßigkeit*): a property of mental representation regarded as possible only with respect to some purpose from the practical Standpoint.
- **experience:** the structural system of empirical cognitions. Experience is the totality of knowledge of Objects as an absolute subjective unity of the manifold of sensible representations.
- **expression:** the capacity for a mental act to produce an action.
- **faculty:** the form of an ability insofar as the ability is represented in an idea of organization.
- fault: any unintentional transgression of duty.
- **feeling of** *Lust* **or** *Unlust*: any of 13,122 distinct species of affective perception judged by the process of reflective judgment.
- **follower:** a person whose act of self-determination is stimulated by the actions of another person; that other person is his leader.
- **follower, actual:** a follower whose actions are congruent with the purposes of the leader who stimulated them.
- **follower, non-:** a follower whose actions are stimulated by but have no relationship to the object of the leader's purpose.
- **follower, opposing:** a person whose actions are incongruent with and in opposition to the purposes of the leader who stimulated them.
- **followership:** Quality in a leadership relationship in which the self-determination of the follower judges what actions he will undertake at the behest of a leader, what actions he will not undertake, and what actions he will undertake for the purpose of affecting the purposes of the leader.
- **form:** the representation of the *Existenz* of a thing in terms of connection in a manifold.
- **freedom:** the capacity for one's self-determination to take action. *see also*, liberty.
- **frustration:** rupture in the cycle of judgmentation that terminates one equilibrium cycle and initiates a new cycle in an entirely different orientation and direction.
- **general welfare:** the entirety of all the personal civic interests and objectives of every citizen. Civic interests

and objectives are interests and objectives that are not in conflict with those of other citizens. General welfare is further understood in terms of four headings: health and safety welfare (Quantity); public education welfare (Quality); economic welfare (Relation); and political welfare (Modality). Each of these stands in relationship with the headings of the power of a person. *see also*, commonwealth.

general will: the unity in acting to improve the communal idea of ethical and moral perfection of the association through an on-going process of review, evaluation, and refinement taking as its aliments all factors pertinent to the maintaining, sustaining, and improving of civil tranquility within the community.

geographic community: an aggregate of people in the same geographical environment or location living under a common set of laws.

good: (1) in the context of appetitive power, the Object of practical Reason by which an object is represented as a necessary object of appetitive power; (2) in the context of economics-in-general, a specific object making up part of a stock of goods and regarded as a wealth-asset.

governance: the exercise of authority in management and administration of leadership in an organization.

government: a system of governance.

ground: in the context of epistemology, that upon which something follows in a necessary way and hence is a condition for other necessary conditions of an object.

happiness: (1) from the judicial Standpoint, the consciousness of a human being of the pleasantness of life uninterruptedly accompanying his whole *Dasein*; (2) from the practical Standpoint, the expedience of the disposition of a human being to act on the basis of the matter of desire; (3) from the theoretical Standpoint, the unity of all the individual's concepts of empirical representations of the matter of happiness.

homo noumenon: in the practical Standpoint of Critical metaphysics, the human being as an intelligible being who is himself the first cause of his own actions. The ground of objective validity for the human being as noumenal Object in Nature is the spontaneity of his acts which is demonstrated through the experience of his acting as a physical agent of change in appearances in sensible Nature.

homo phaenomenon: in the theoretical Standpoint of Critical metaphysics, the human being as the phenomenon of a physical being and object of sensible experience in Nature.

horizon of possible experience: the farthest extension of deep distinctness in understanding, beyond which no theoretical objective validity can be found as a real ground for an idea. The truth or falsity of ideas of objects beyond the horizon of possible experience is formally undecidable and it is erroneous to predicate the object is or is-not anything in Nature. Beyond the horizon of possible experience ideas are hyper-sensible and supernatural ideas of objects. All such ideas are merely mathematical and their objects are called secondary quantities in the terminology of mental physics.

hypothetical duty: a duty pertaining to how one's actions and decisions will bring on pragmatic or technical consequences. A hypothetical duty is a duty to oneself and is understood with a connection of logically hypothetical Relation in the manifold of concepts.

hypothetical imperative: a conditioned imperative represented in either the manifold of concepts or in the manifold of rules. The former is called a theoretically hypothetical imperative, the latter a practical hypothetical imperative.

I of transcendental apperception: the human being's knowledge a priori of his own Dasein, in relationship to which his Existenz stands as transcendental Subject in all predications of representation (i.e., I think x, I feel y, I will z). The transcendental apperception is a knowledge of Dasein without knowledge of Existenz.

idea (Begriff): a concept made entirely from concept forms and lacking all sensuous content. The object of an idea is a noumenon.

Idea (*Idee*): a pure regulative principle of actions. We represent an Idea in the manifold of concepts by representing it from notions relating it to mental acts.

Ideal: an Object by which the human being understands an Idea not merely *in concreto* but rather as an individual thing determinable through the Idea alone.

Ideal of happiness: the acroam of judgmentation that states that the process of judgmentation in general realizes a disposition to act on the basis of desire with an *a priori* aim of achieving a robust state of satisfaction by means of the equilibration of feelings of *Lust* and *Unlust*.

ideation: an inference of reflective judgment from which is synthesized an original intuition of an object.

ignórance: pronounced ig-NOR-ance. The act deliberately ignoring something.

imagination (*Einbildungskraft*): (1) in the narrow sense, the ability to present an object in intuition through spontaneity; (2) in the wide sense, this first ability plus the power to present *materia ex qua* in sensibility from concepts through spontaneity (reproduction) and to transform the representation of an intuition into the representation of a concept (re-cognition).

Imagination (*Imagination*): the purposive employment of the power of productive imagination in reasoning and judgmentation.

imperative: the formula of a precept of Reason. *see also* categorical imperative, practical hypothetical imperative, theoretically categorical imperative.

inclination (Neigung): an habitual sensuous appetite. incongruent motives: relationship between the motive of the leader and the motive of the follower in which the condition of satisfaction for one of them is such that this condition must result in dissatisfaction in the outcome of their cooperative actions for the other.

instantiation [from L.L. *instantia*, an instance]: an action in the particular regarded as an instance or example of a class of actions.

intelligence: (1) the capacity for adaptation of mental structures; (2) the capacity to constitute a state of equilibrium towards which tend all successful

- sensorimotor and cognitive adaptations and all assimilatory and accommodatory interactions between a human being and the environment.
- interest: the anticipation of a satisfaction or a dissatisfaction combined with a representation of the Existenz of some object of desire presented as formally expedient in reflective judgment.
- **intuition:** a conscious objective representation synthesized by the process of apprehension and presented by the synthesis of apperception. The object of an intuition is a sensible appearance.
- judgment: (1) operationally, the mental act of subsuming a particular representation under a general one; (2) functionally, representation of the unity of consciousness of various representations. see also, determining, practical, and reflective judgment.
- **judgmentation** (*Beurtheilung*): the overall process of exercising the processes of reasoning through ratio-expression, determining judgment, reflective judgment, the synthesis in sensibility, and the regulation of motoregulatory expression.
- **judicial Idea:** Relation in the synthesis in continuity between *nous* and *psyche* producing continuity in *Existenz*.
- **justice:** the negating of anything contrary to realizing the condition of a social contract.
- **justice system:** the institution of mechanisms in a republican Enterprise for the purpose of realizing justice within the community.
- **knowledge** (*Erkenntnis*): (1) in the wide sense, any conscious representation or mental capacity for making such a representation; (2) in the narrow sense, a cognition held-to-be an inalterable assertion of truth.
- **Knowledge** (*Wissen*): systematic and inalterable assertion of truth held with consciousness that one's holding-to-be-true is apodictic with both objectively and subjectively sufficient grounds of understanding.
- knowledge a posteriori: knowledge of experience.
 knowledge a priori: knowledge possessed by a human being that is prior to experience and is necessary for the possibility of experience. Also called know-how knowledge.
- **Kraft:** (1) in the context of the human being, the ability of the person to self-determine his own accidents of *Existenz*; (2) in general, the matter of an ability in terms of what the ability is able to do.
- **lack:** incongruence with the perfection of an objectmatter.
- **leader:** a person who purposively stimulates the selfdetermination of another person to express an action congruent with this purpose.
- leader action: an action taken by a person that stimulates a state of tension in a follower. Leader action is either successful, unsuccessful, or nonsuccessful.
- **leader action, non-successful:** a leader action for which the follower's self-determination produces actions contrary to but not contradictory to the leader's intent. **leader action, successful:** a leader action for which the

- follower's self-determination produces actions congruent with the leader's intent.
- **leader action, unsuccessful:** a leader action for which the follower's self-determination produces actions contradictory to the leader's intent.
- **leader, condition of:** the condition of the *Dasein* of a leader is the *Existenz* of at least one follower whose self-determination of an action the leader is able to stimulate.
- **leading:** the actions of the leader that stimulate the follower to self-invoke practical rules resulting in actions satisfying to what the leader intended to produce as the effect of the leader's actions.
- **leadership:** the reciprocal and dynamic relationship between two or more people by which the self-determination of actions by the follower(s) is stimulated by the actions of the leader(s). The synthetic mathematical form of the concept of leadership is {integration, subcontrarity, transitive Relation, determination}.
- **leadership action:** the entirety of actions by people in a leader-follower dynamic such that a state of tension is produced in the follower which results in actions taken by the follower.
- **leadership, essence of:** the Object in which subsists
 Critical understanding of the state of human Nature insofar as it consists of the totality of all Relations of human community under limitations of transcendental affirmations and negations necessary for the possibility of co-determining human interactions in sensible appearances of human cooperations. For the technical definitions and real-explanations of the terms used here refer to *The Principles of Mental Physics*.
- **leadership governance:** the management of leadership dynamics occurring in an organized human association.
- **leadership guidance:** the influence of the actions of a person on another person's self-determination of his own actions. The real condition of leadership guidance is an ability of a leader to stimulate action accidents by another person.
- **leadership, real condition of:** the real condition for concluding the *Dasein* of leadership is the exhibition of actions by two or more people that can only be explained by a ground in the *Dasein* of a reciprocal relationship between their acts of self-determination.
- **leadership skill:** the practical maxims expressed as an ability of a person to stimulate a follower to self-invoke his own internal practical rules in such a way that the follower self-determines his actions in a manner congruent with what the first person intended.
- **leading:** the actions of a leader that stimulate the follower to self-invoke practical rules resulting in actions satisfying to what the leader intended to produce as the effect of his leader's actions.
- **legal system:** the instantiated mechanisms of the governance of leadership set up to serve its justice system.
- **liberty:** freedom plus the ability to realize an action undertaken.
- liberty, civil: see civil liberty.
- liberty, natural: liberty in which freedom of action is

- constrained only by external factors.
- life: in Critical epistemology, the capacity of a human being to take action in accordance with the laws of appetitive power. Kant explained that this means "the capacity to begin a state of oneself from an inner principle." This *Realerklärung* is made from the practical Standpoint and has practical objective validity as a functional rule grounding judgments that attribute theoretical concepts of life to individual things as natural characteristics of that thing.
- **Lust:** (pronounced "loost") the metaphysical property of *psyche* that implicates an adaptation towards making actual the *Existenz* of some condition of desiration that is judged by reflective judgment as expedient for equilibrium.
- Lust per se: the fundamental property of adaptive psyche for determining adaptation to a state of equilibrium.
- management: the entirety of activities aimed at stimulating the leadership dynamic of an organization and then guiding and shaping the courses of all subsequent human actions such that these actions accomplish the aims and meet the purposes of the organization.
- **manifold of concepts:** the structured knowledge of objects constructed, by means of thinking, by the process of determining judgment.
- manifold of Desires: knowledge of subjective factors represented in *nous* and constructed by the process of reflective judgment but which does not constitute a structure of representations because the representation is not conserved.
- manifold of rules: the structured practical knowledge grounding actual learned human actions and behaviors that is constructed by the process of practical judgment in practical Reason.
- *materia circa quam*: ("matter around which") matter participating in the act of determination by which a representation is given a form.
- materia ex qua: ("matter out of which) determinable matter.
- *materia in qua*: ("matter in which") matter as the subject of inherence, i.e., determined matter.
- **mathematical:** pertaining to the representation of a composition.
- **matter:** the representation of the *Dasein* of a thing in terms of composition of a representation.
- maxim: a constructed rule of actions containing lower rules under it and conditioned by one or more higher rules. A practical maxim is a practical rule of action represented in the manifold of rules. A theoretical maxim is a concept of a rule represented in the manifold of concepts. Theoretical maxims are also called precepts.
- **Meaning:** Modality in the synthesis in continuity between *nous* and *psyche* producing continuity of coherence in the overall context of life.
- mind: one of the two principal phenomena of human experience; specifically, mind is the supersensible Nature of a human being in which subsists the human being's ability to make mental representations and to be conscious of having knowledge.

- **Modality:** the matter of the form of representations and regarded as metaphysical connection of representation and the representing human being.
- **moral force:** the character of an action determined by evoking a practical hypothetical imperative of practical Reason in the manifold of rules.
- **moral personality:** the categorical Relation to Duty by which a person respects himself as an individual and sets terms by which he is willing to accept obligations and bind himself to duties.
- moral realism: the tendency to regard duty and the value attaching to it as self-subsistent and independent of mind, and as imposing itself regardless of the circumstances in which the individual finds himself.
- moral secession: the withdrawal by a person of his mutual obligation to his association on the ground that the association has intentionally breached the conditions of the social contract. A moral secessionist reverts to the outlaw relationship with respect to the members of his former association. Every person entering in to a social contract retains the right of moral secession.
- **motivation:** the accommodation of perceptions. **motivational dynamic:** the representation of the *Existenz* of the potential power to organize and regulate the accommodation of perceptions.
- **motive** (*Bewegungsgrund*): a rational reason for acting according to choice in some particular circumstance. *see also* congruent motives, incongruent motives, noncongruent motives
- **motive Quality:** in the leader-follower relationship the heading of Quality under which stand the following synthetic *momenta*: congruent motives, incongruent motives, non-congruent motives.
- motoregulatory expression: the co-determined capacities of *nous* and *soma* for realizing the agency of a human being in appearances under a Relation of community between *nous* and *soma*. Acts of teleological reflective judgment and appetitive power are expressed in physical changes of representations (signals) in *soma*. Functionally, motoregulatory expression is assimilation of perceptions.
- Nature: the objective representation, as a "world model," of all-that-exists. It denotes the dynamical whole in representation for which the mathematical composition is called "the world."
- **need** (Bedürfniβ): anything subjectively necessary for the satisfaction of some purpose.
- **non-civil convention:** a form of association in which the members intend to have the association serve as the means for each to satisfy his self-interested purposes for joining, but in which the terms of a social compact are not met. *see also*, uncivil convention
- **non-congruent motives:** relationship between the motive of the leader and the motive of the follower such that the achievement of satisfaction for one of them is independent of the achievement of satisfaction for the other.
- **notion** (*Begriff*, *notio*): a pure concept that cannot be represented in an intuition. Notions can only be explained in terms of their practical application, i.e., in

terms of the effect the notion has in noetic processes. *noumenon*: an object understood without the testimony of the senses and represented as an Object of reason. If the concept of a *noumenon* has immediate connection to lower concepts that have sensible representation (i.e., that contain the matter of sensation) and if that connection has the Relation of causality & dependency then the concept of the *noumenon* is objectively valid. Otherwise it lacks objective validity. All *noumena* are supersensible objects.

nous: the term used in mental physics to denote the capacities and processes of mind such as sensibility, imagination, judgment, appetition, and Reason. The theory of *nous* is the theory of these mental processes, functions, and mathematical structures.

object (Gegenstand): the matter of an Object; that which is a unity of concepts, in the concept of which meanings are vested, and which is contrary to cognitions being haphazard or arbitrary. An object and its representations are epistemologically distinct but not ontologically distinct.

Object (Object): that in the concept of which the manifold of a given intuition is united, which stands as subject of a judgment that can contain different possible predicates, and which has no opposite. The matter of an Object is an object. The form of an Object is its representation. The objective validity of the concept of an Object is always practical objective validity.

object-matter (*Sache*): that in which what a representation references subsists essentially.

objectivity: Quantity in the synthesis in continuity between *nous* and *psyche* producing continuity in Nature

obligation (*Obligation*): the necessity of a free act under a theoretically categorical imperative as the act is represented in the manifold of rules and conceptualized in object form in the manifold of concepts. Obligation is the form of a necessitated action and can be regarded as a formula for acting-rightly.

Obligation (*Verbindlichkeit*): an overall orientation of judgmentation in the self-determination of appetites. **occurrence** (*Gegebenheit*, *eventus*): a single act with its result

Oncken's dictum: "If all the other people in your molecule were to conspire to make you successful, there's nothing you could do to stop them."

Oncken's metaphor: the people an individual entrepreneur interacts with on a more or less regular basis in the course of carrying out his enterprise constitute social atoms in a social molecule, in which the individual entrepreneur is also a constituent social atom

ontology: a system of concepts and principles related to understanding objects in general and regarded as a science of the properties of all things in general.

ontology-centered: a system of metaphysics or a pseudo-metaphysic grounded in ideas and principles of an ontology.

orient: (1) in thinking, to determine judgmentation according to a subjective principle with insufficiency

in objective principles of Reason in the holding-to-betrue of concepts; (2) in acting, to determine an action judged expedient for the negation of the intensive magnitude of *Lust per se*; (3) in general, to determine according to a principle of holding-to-be-binding under the categorical imperative.

orientation: the integrating function in the synthesis of Meaning.

outlaw relationship: the mutual relationship that exists between two people when no compact of mutual obligation has been made between them. An outlaw is anyone who is in an outlaw relationship with respect to one or more other persons. An outlaw can neither commit a crime nor have a crime perpetrated upon himself because he is outside of any social contract and in state-of-nature relationships with others.

own: to possess rightfully.

owner: a person who owns a specific property. **ownership:** the relationship between a person and an item of property in which the person rightfully possesses the item.

percept: a recognizable sensation originating in representation through receptivity in *psyche*.

perception: (1) the making of a conscious representation; (2) representation with consciousness.

perfection: (1) the harmonization of the manifold in an object-matter with a common intention. Perfection subsists in general in congruence with universal laws; (2) acting to make more perfect. Metaphysically a thing is perfect if it is entirely complete such that any change produces a lack. Human beings, however, have no objectively valid standard a priori by which such a perfect state can be known. Only lack of perfection can be known. Therefore improving the state of perfection is the a priori goal of Reason and judgmentation. At any stage of equilibrium, the mental structures of the manifold of rules and the manifold of concepts is as perfect as the human being knows how to make them. In a state of disturbance from equilibrium, the process of judgmentation and the human being's acts of selfdetermination are directed to the purpose of negating the Existenz of the discovered lack of perfection.

persuasion: holding-to-be-true grounded only in the particular constitution of the human being, but in which this grounding is mistaken to be objective.

phenomenon: a sensible object of experience represented by concepts connected in the manifold of concepts by determining judgment. A phenomenon is an object of understanding.

plutocratic: characterized by rulership.

plutocratic Enterprise: an Enterprise governed by the methods of rulership.

plutocratic leadership: the leadership dynamic in an entity managed or administered by methods, tactics, and attitudes of rulership.

plutocracy: any entity ruled by plutocratic methods. **plutocrat:** a person who exercises rulership in a plutocracy.

power (*Kraft*): (1) the idea of the matter of an ability in terms of what that ability is able to do; (2) the notion of the ability of a Critical substance to determine its

accidents of appearance.

power of a person (*Personfähigkeit*): the organization of the capacities of a person for realizing or attempting to realize the objects of his appetites. The power of a person is represented in terms of: (1) the person's physical power, which subsists in the capacities of his body (Quantity); (2) the person's intellectual power, which subsists in his knowledge, intelligence, and acumen of judgment (Quality); (3) the person's tangible power, which subsists in his stock of acquired tangible and intangible goods (Relation); and (4) the person's persuasive power, which subsists in his ability to communicate his thoughts and ideas to other persons sufficiently to persuade them (Modality).

practical concept: an obscure representation of a practical rule or tenet, represented in the manifold of rules, for the production of actions. The Dasein of a practical concept is exhibited by organized actions. A practical concept is a rule for the synthesis of appetites.

practical hypothetical imperative: any unconditioned rule in the manifold of rules. A person's set of practical hypothetical imperatives constitutes his personal moral code.

practical judgment: the mental process that constructs the practical manifold of rules in pure practical Reason. It is the process of judgment responsible for the person's experience-driven construction of his own personal and private moral code.

practical Reason: the logical division of Reason pertaining to behavioral activity. Practical Reason determines the spontaneity of the human being and contains the appetitive power and the process of practical judgment.

practical rule *per se*: knowledge *a priori* for determining an appetite of some specific action.

practically universal law: a complete structure of practical rules such that no event in experience could occasion any accommodation in this structure. The manifold of rules is presumed a priori by Reason to be practically universal until something in experience produces a disturbance of equilibrium requiring an accommodation of this manifold.

pragmatic association: association under a non-civil convention.

principle of conformity to law: the Critical acroam that states that all objects of Nature conform necessarily to the *a priori* laws of the phenomenon of mind which are the conditions for the possibility of experience.

principle of formal expedience: the Critical acroam that states that all acts of reflective judgment legislate for formal unity in Nature according to the expedience mental representations have for the categorical imperative of pure practical Reason.

principle of happiness: the Critical acroam that states that the disposition to act on the basis of matter of Desire (i.e., to make an appetite from this matter) is a pure purpose of practical Reason.

property: in the context of ownership, the right to possess, use, and dispose of something. This something is called the item of property.

proprietor: one who possesses rightfully a particular item of property.

psyche: the organized structuring of animating principles that reciprocally unite phenomena of body with mental phenomena.

purpose: the object of a concept so far as the concept has been taken as the real ground of the possibility of the object (i.e., regarded as the cause by which the *Dasein* of the object is made possible).

purpose, practical: the object of a practical concept insofar as that practical concept is taken as the real ground for the possibility of the object of an act of motoregulatory- or ratio-expression.

Quality: matter of the matter of a representation. **Quantity:** form of the matter of a representation.

ratio-expression: the homologue in nous to motoregulatory expression in psyche. Ratio-expression is the determination of the employment and direction of the process of determining judgment according to the dictates of the categorical imperative of pure practical Reason. The capacity for ratio-expression is called speculative Reason.

real: represented in a concept that is connected to other concepts such that these concepts provide contexts and meanings for objective predications, and in the nexus of which at least one of the concepts in each context is constructed under the rule of the a priori category of reality, by which the representation of the object satisfies the condition of reality by connection with sensation.

real definition (*Realdefinition*): a practical definition that contains a clear mark by which the object can always be recognized and makes the concept to be explained usable in application.

Realerklärung: see real explanation.

real explanation (*Realerklärung*): an explanation in terms of those powers and processes of *nous* and *psyche* by which Nature is constructed, structured, and understood, and which makes the objective reality of the concept distinct.

Reality: the transcendentally necessary universal context in which all ideas of real objects cohere as limitations. Knowledge of Reality is knowledge of Existenz without knowledge of Dasein. Knowledge of subsistence in Reality is knowledge of Dasein without knowledge of Existenz. For example, the I of transcendental apperception is the human being's ultimate standard and judicial reference for subsistence in his holding-to-be-actual of the subsistence of every thing he holds-to-be-real and conceptually places in Reality.

realization: (1) from the practical Standpoint, to make actual in the context of phenomenal experience; (2) from the theoretical Standpoint, to synthesize the concept of an object and connect it in the manifold of concepts to other concepts that form its real context.

receptivity: the capacity in *psyche* of a human being to be mentally affected by sensible objects via *soma*.

reciprocal: a relationship of mutual co-determination. reciprocal duty: a duty understood by connection in the manifold of concepts with a Relation of community that pertains to some form of social compact where the form of obligation includes both an idea of a duty

- owed to others plus an idea of expectations of duties owed to oneself by these others.
- **reciprocity:** co-determination of two or more relationships of Existenz whereby these determinations are not independent of one another.
- **reevaluation:** the act of effecting a change in perception by means of ratio-expression.
- **reflective judgment:** the mental process that determines affective perceptions, impetuous sensorimotor inclinations, and representations of desiration by means of the manifold of Desires.
- reflexion: the act of understanding in the three-step synthesis of apprehension determining how comparate representations are to be apprehended in one conscious representation. Mathematically, reflexion is the synthesis of congruence structures with respect to formal expedience.
- **Relation:** form of the form of a representation. **relationship** (*Verhältniβ*): being related through some form of connection or combination.
- **representation** (*Vorstellung*): (1) the primitive act of mind describable as "something in me that refers to something else"; (2) that which is said to be the result of an act of representation. The matter of a representation is called its composition and the form of a representation is called its *nexus* or connection.
- **revolution, Toynbee:** action taken by members in a Toynbee society that destroys an institution of that society.
- **rule:** an assertion made under a general condition. That which is asserted by a rule as the relationship of the condition to the assertion is called the exponent of the rule; as, the rule is *x*.
- **ruler:** a leader whose leader actions are premised on tenets of a rulership relationship between himself and the follower, and who is at liberty to unilaterally take actions the follower judges to be detrimental to his welfare and counter to his purposes.
- rulership: the relationship between a leader and one or more followers in which the self-determination of behavior by the follower is grounded in duties to himself conditioned by precepts of self-protection from possible actions the leader is at liberty to take unilaterally. The follower is said to be subjugated by the ruler.
- satisfaction (Wohlgefallen): a subjective sense of complacency, as a context of well-being, carrying the connotation, "oh, this is not-bad."
- **scheme:** that which can be repeated and generalized in an act or an action.
- **science:** a doctrine constituting a system in accordance with the principle of a disciplined whole of knowledge. **sensibility:** the conjoint processes of apprehension and apperception.
- **sensory impression:** changes in representations of *nous* corresponding to changes in the appearances of *soma*.
- social benefit: a state of affairs in which both leader and follower are satisfied by the outcome of their joint cooperative actions.
- **social contract:** an compact entered into by the general consensus of all members of an association based upon

- a specific term each member obliges himself to fulfill and a specific condition the association as a body politic will satisfy for every individual member.
- social contract, condition of: the association will defend and protect which its whole common force the person and goods of each associate, and in which each associate, while uniting himself with the others, may still obey himself alone and remain as free as before.
- social contract, term of: each associate puts his person and all his power in common under the supreme direction of the general will and, in his corporate capacity, each associate regards every other associate as an indivisible part of the whole.
- **soma:** the technical term used in mental physics to denote the physical capacities and processes of body.
- **Sovereign, formula of:** the Sovereign is the entirety of the membership in a communal association in which the members have bound themselves to each other through the making of a social contract. The Sovereign comprises the social universe for all acts of governance of the community.
- **sovereignty:** the idea of the supreme right to govern a collective body politic, whether that body politic is understood in the context of a political unit, such as a state or nation, or in the context of any other kind of human organization.
- **spontaneity:** the capacity of a human being for acting as an agent in affecting himself or his environment through the production of representations.
- **standard gauge of pure Reason:** a condition under which inexpedience for the categorical imperative is presented in the process of judgmentation.
- **Standpoint:** any of three subjective perspectives for evaluating philosophical concepts with regard to the higher capacities of the phenomenon of mind. These capacities are: (1) the faculty of knowledge; (2) practical Reason and appetitive power; and (3) the power of judgmentation and the feeling of *Lust* or *Unlust*.
- **Standpoint, judicial:** that Standpoint that evaluates from the perspective of judgmentation in general and the feeling of *Lust* or *Unlust*. It is the Standpoint for the human being's power of self-organization in harmonizing subjective and objective knowledge, i.e., for organizing experience.
- **Standpoint, practical:** the Standpoint that evaluates from the perspective of practical Reason and appetitive power. It is the Standpoint for the human being's power to spontaneously act as an originating agent for his own actions.
- **Standpoint, theoretical:** the Standpoint that evaluates from the perspective of the power of understanding (faculty of knowledge). This is the Standpoint of ontology properly so-called.
- **state of nature:** the overall state of human relationships in which people live in a general condition of anarchy and without a social contract.
- **stock of goods:** a person's store of general economic goods as objects usable for satisfying occasional human wants and needs. A person's stock of goods is divided and classified as consumption stock, fixed capital stock, and circulating capital stock.

- **stock-of-time:** that part of a person's intangible wealth-assets that subsists in the use he can make of the time he has for his *Existenz* as a living human being.
- **structure:** a system of self-regulating transformations such that no new element engendered by their operation breaks the boundaries of the system, and that the transformations of the system do not involve elements from outside the system.
- **subsist:** to have *Dasein* in Reality; to be "placed" in Nature.
- synthesis: the act of combining diverse representations. synthesis in continuity: the synthesis of the organic unity of reflective judgment and adaptive psyche. The four heads of its representing 2LAR are objectivity (Quantity), the aesthetic Idea (Quality), the judicial Idea (Relation), and Meaning (Modality).
- **synthesis of apperception:** the synthesis of the unity in the state of consciousness.
- **synthesis of apprehension:** the synthesis of the data of the senses to produce conscious representations of intuitions and affective perceptions.
- system: the unity of various knowledge under one Idea.
- tenet of means: "act so that you take humanity, both in your person and at the same time in the person of every other, always as an end and never merely as a means."
- **tenet of moral legislation:** "act so that the maxim of your will always can hold good at the same time as a principle of universal legislation."
- **tension:** an object referred to by feelings of *Lust* or *Unlust* subsisting in the motivational dynamic with 2LAR structure: (1) expression of interest (want); (2) affirmation of reevaluation (drive); (3) enforcement of law (drive state); and (4) groping for equilibration (type-of-motive).
- theoretically categorical imperative: an action concept placed in the manifold of concepts by which a person objectively understands his moral tenets. It reflects a practical hypothetical imperative.
- thinking: (1) operationally, cognition through concepts; (2) functionally, the process of equilibration insofar as it pertains to the mutual interactions of the processes of apprehension and apperception, imagination, determining judgment, and reflective judgment.
- **Toynbee civilization:** a species of Toynbee society nominally distinguishable from a Toynbee primitive society.
- **Toynbee proletariat:** any social element or group which in some way is *in* but not *of* a given Toynbee society. The members of a Toynbee proletariat have undertaken a moral secession from the society and live within it as outlaws.
- **Toynbee society:** a community of different communities interacting with one another and in which are found common cultural features that enable one to define them as composing a cultural unit.
- **Toynbee universal state:** a single community incorporating an entire Toynbee society in one political community.
- **tranquility:** a state of mind that results from being sufficiently satisfied in relationship to one's general state of life and desiring nothing more or different in

- this relationship.
- **transgression:** any action contrary to duty.
- **truth:** the thorough-going congruence of a cognition with all experiences of its object.
- **type-of-motive:** the metaphysical *nexus* (Modality) in the motivational dynamic for determining how representations are to be synthesized to produce appetites in practical Reason.
- **uncivil convention:** a form of association where no pretense of having mutual relationships serve the natural purpose of the civil convention is made.
- **unjust:** anything that breaches or contradicts the terms or conditions of a social contract.
- Unlust: (pronounced "un-loost") the property of psyche that implicates an adaptation towards abolishing or preventing the actual Existenz of some condition of desiration that is judged by reflective judgment as inexpedient for equilibrium.
- **unwealth:** lack of what is practically needed to attain a state of satisfaction.
- utility: having the character of being usable as or for a wealth-asset.
- validation: a determination of appetitive power permitting motoregulatory expression of the manifold of Desires.
- valuation: the practical validation of actions as being in formal compliance with the supreme condition of the categorical imperative.
- **value:** the form of affective perception of a desire presented as a sense of interest.
- value per se: the unity of a human being's value structure (manifold of rules) viewed as the substratum upon which all values are viewed as limitations
- virtue: the individual's constant disposition (unwavering attention) to carry out his duties.
- virtue, civic: love of one's community demonstrated by unwavering citizenship.
- want: representation in concreto of a condition for adjusting accommodation of perception (motivation) through behavior grounded in psychological causality according to a priori practical standards of perfection.
- wealth-asset: any good of which its use negates unwealth.
- wealth-in-general: that which is not-unwealth.