

# warriors settlers & nomads

Discovering **Who We Are**  
& **What We Can Be**



**TERENCE WATTS**

*"Give this book to someone you love and keep a copy for yourself.  
Your world is about to change!"* — **Kevin Hogan PhD**

# *Warriors, Settlers & Nomads*



*Discovering Who We Are  
& What We Can Be*

Terence Watts



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## *Preface*

*You should not dismiss any part of what you read in this book without first trying it – and genuinely suspending scepticism, cynicism, or any feeling of ‘knowing’ it could not work for you while you do so. Those feelings are a part of your problem, a part of why you are not yet where you want to be.*

Forget about those individuals who boast that they can trace their ancestry back as far as William the Conqueror, or the Domesday Book. The fact is, we *all* have origins going right back through time, way beyond the Domesday Book. Beyond the Pharaohs and the ancient Greeks... right back beyond recorded history... back at least to the dawning of our own particular species, *Homo sapiens*.

It doesn't matter at all whether your own particular lineage can be traced back through two or three generations or a thousand years. A thousand years is but a mere fraction of your ancestral line. Archaeologists have recently pin-pointed the actual cave in Africa where the first members of our race lived between a hundred thousand and one hundred and fifty thousand years ago. Astonishingly, perhaps, it is believed that every one of us is descended from this small group, whose DNA was the same as our own still is, but different from those that had gone before them.

At first, this new race shared the planet with an apparently unrelated and less intelligent species of man, the Neanderthal. But they disappeared without trace, except for a few fossilised remains, some thirty thousand years ago. So now *homo sapiens* stands alone as probably the most successful primate that has so far existed on Earth. Genetic tests prove the closeness of the relationship of all the races of modern man, regardless of apparent level of intellectual, physical or emotional development – many races, but only one species.

For many tens of thousands of years, these new humans hardly changed their way of life, if at all. Nomadic creatures wandering far and wide, hunter-gatherers living in small packs, surviving by their wits and ingenuity. But then... civilisation happened, a

civilisation peopled by a race that carried, and still carries, the sometimes savage but also intensely powerful ancestral memories and instincts of their forebears.

Not every scientist or psychologist agrees with this notion that evolution has a bearing upon our personality and 'way of being'; there are many who still insist that nurture, rather than nature, governs the way we are. In other words, they believe that it is our upbringing, rather than our genetics, that shape our personality as an individual. Yet, when you discover the astounding similarities between the lives of identical twins who have been separated at birth and brought up independently – maybe even on opposite sides of the world – you can only marvel at the power of inheritance. More and more, psychologists and others who are interested in human behaviour are becoming engrossed in the science of psychological evolution; more and more, they find evidence that the human mind has developed in a certain way for precisely the same reason as has the physical body – to ensure the survival of the individuals most adapted to their environment. In some way or another, such development is passed on to each new generation, ensuring a steady progress towards... but who knows what or where?

There is abundant proof of this existence of inherited memories in other species besides humans. Eels find their way to their breeding grounds in the Sargasso sea, even though they have never been there before; turtles, upon hatching from their eggs, clamber out of the sand and race for the water, for the sea offers life while the sand does not. And how about this? Teach a rat to find its way through a maze and its offspring will learn the route faster. And after a few generations of learning, the offspring seem almost to know the maze without having to learn it at all.

But what of our own race? Well, the more warlike of those early tribes would have encouraged and taught warlike behaviour, for that is exactly how they survived – by dominance. Dominance over those with whom they came into contact and dominance within the tribe itself creating a hierarchy wherein the strongest and quickest had the highest chance of survival. But the more peaceful individuals would have encouraged harmony, because that is how *their* world worked, a common bond and shared

strengths allowing them to survive in a harsh and unyielding environment.

For many years, the two types would have had little contact. The Earth was a big place and the human tribes remained constantly on the move, the more peaceful no doubt avoiding the more war-like... until that day that civilisation dawned and the race began to cease its wandering.

The New World soon threw into sharp relief the three distinct personalities that had been latent within their numbers – the Warriors, the Nomads and the Settlers. Those same three types still exist today, each with their own inborn strengths, instincts and weaknesses, each with its inherited potential for success. Most of us, though, never become aware of any such inheritance and as a result, it lies unused and withering.

When you discover which of the three you are, you will be able to set free the dormant resources within you, and capitalise on strengths and abilities you may not yet even realise you possess. You will be able to tune in to the success-oriented wisdom of the ancients, a wisdom that is your birthright and which can lead you unerringly to whatever it is that you seek. If you have ever felt that there must be more to life, then you are probably right – and this book lays bare the secret of how to find it!



## ***Chapter Two***

# ***Who Do You Think You Are?***

In this chapter, you will discover your *true* ancestry – not who your aunts, uncles and cousins are or were, but your origins of thousands of years ago, your true birthright.

You are about to find out which is your major ‘tribe’, and how much of each of the others you carry within you. All you have to do is answer a dozen questions, but you must answer them with TOTAL honesty. There are no right or wrong answers, and no better or best answer to any question; the questions are not designed to test how good you are, but to reveal who your ancestors were and what characteristics you are likely to have inherited. If you try to make your answers fit what you think you *should* be saying, rather than what is actually the truth, then you will not discover your true self at all, only what you believe you should be – and it may well turn out that you have spent your life trying to be someone whose characteristics don’t suit you at all! When you discover your *true* self, you discover your *true* strengths.

Think carefully about each question before you answer – take all the time you need, because speed is not a factor here.

Mark each question on a scale of 1–10. Alternate questions are ‘double edged’, looking at related but different sides of your nature.

Make a note of your answers – you’ll need them in a later chapter.

- 1. **How** determined/dogmatic are you? \_\_\_\_\_
  - 2. **How** easily can you 'speak your mind'? \_\_\_\_\_
  - 3. **How** shrewd/cynical are you? \_\_\_\_\_
  - 4. **How** argumentative can you be? \_\_\_\_\_
  - TOTAL** \_\_\_\_\_ ( $\div$  by **T**=\_\_\_\_)
- .....

- 5. **How** adaptable/indecisive can you be? \_\_\_\_\_
  - 6. **How** important is it for you to be liked? \_\_\_\_\_
  - 7. **How** reliable/over-trusting can you be? \_\_\_\_\_
  - 8. **How** easygoing are you? \_\_\_\_\_
  - TOTAL** \_\_\_\_\_ ( $\div$  by **T**=\_\_\_\_)
- .....

- 9. **How** inspiring/over-dramatic can you be? \_\_\_\_\_
  - 10. **How** easily can you shrug off or ignore criticism? \_\_\_\_\_
  - 11. **How** spontaneous/impulsive can you be? \_\_\_\_\_
  - 12. **How** impatient can you be? \_\_\_\_\_
  - TOTAL** \_\_\_\_\_ ( $\div$  by **T**=\_\_\_\_)
- .....

**FINAL TOTAL**

$\div$  by 100

\_\_\_\_\_ = **T**

*The first group of questions (1–4) assesses Warrior potentials; the second looks at the Settler traits; and the third is concerned with the Nomadic personality. Add the scores of each group together, giving three totals. Add them together and divide that total by 100, calling the answer 'T'. By dividing the total of each group in turn by T, you will find the percentage of each group in any one individual.*

## ***What Does it All Mean?***

Now you have discovered your true self, you may have had something of a surprise – many people do! You may even feel that you want to dispute the result. However, it is unlikely to be wrong, especially if there is more than about 5% difference between the two highest percentages. Where there is less than this, you will probably find yourself exhibiting fairly even amounts of each group; in these circumstances, you should pay particular attention to the 'Influence of other groups' heading in each section below. A few individuals discover all three scores to be remarkably even, which indicates a multifaceted personality. These lucky people are able to turn their mind to just about anything they wish and can usually find whatever resources they need. Most of them will not be bothering to read this book!

Now we will have a detailed look at a complete assessment of your personality as indicated by the test, including your strengths and weaknesses, your attitude to your fellow human beings, even the sort of career where you are most likely to find success. Of course, social status, background, family values and other incidental factors tend to govern how the personality is used or expressed. For instance, the negative Nomad from a poor family may seem to be a flashy and 'cheap' show-off, while a similar personality with a wealthy background may well exhibit the same shallow tendencies but use very expensive 'props' to do so. Though the two may look startlingly different, they will be essentially similar – there will be no real substance to back up the repeated claims of importance, no real charisma.

## ***Chapter Six***

# ***Never Too Late***

In this chapter we are going to look at the way your fundamental belief system about yourself developed, and how you can change it for the better. We will also examine how you can use past errors and inadequacies to actually increase your chances of success in the future.

First, though, it is important to recognise that, while we are going to investigate the effect that the beliefs and teachings of parents or parent figures have had upon your true self, we are not accusing anybody of being responsible for any of your current difficulties. Indeed, even if anybody *was* entirely responsible for your way of being, there would be little point in attributing blame, since this would achieve nothing. Instead we will simply look for the most likely negative effects you have suffered, then set about putting them right.

The term 'parent figures' refers to those people who brought you up and looked after you (or not!) and can include grandparents, foster parents, adoptive parents, step-parents, guardians, etc. If you grew up in an orphanage or other institutionalised environment, then just think of the individual who seems to you to have had the most impact upon you during your time there.

Of course, you will have been subject to the ministrations of many other people in your early years, but their influences will have had less depth and therefore be of less effect on your general way of being. In a later chapter, we will investigate their possible influences, but it is worth recognising that if a teacher, for example, seems to have had a very profound effect upon your life (whether that effect was good or bad), it is most likely because she or he exhibited a behaviour pattern with which you were already familiar. People sometimes dispute this, but further investigation almost always shows it to be true. It is sometimes easier to admit that a teacher does not seem to like you very much than it is to accept the same of a parent.

## ***Make No Allowances***

To get the best from this exercise, it is important that you make no allowances for anybody or justify their behaviour in any way; nor should you allow your initial thoughts to be tempered by the fact that you now recognise that things were not always as they seemed, or that there were circumstances which you were not able to fully appreciate. What is *absolutely essential* is that you recapture the way things actually seemed to you at the time, because how they *seemed* to you is how they *were* as far as your developing mind was concerned. The fact that everything may look less uncomfortable in retrospect is simply an indication that the conflict that existed has had its negative effect upon you – or to put it another way, you have given in.

Remember, we are not blaming anybody for anything; we are simply establishing the mode in which you were taught to think and behave, then using that information to produce a beneficial change for your life *now*. If you still feel uneasy about admitting negative parental influences because of feelings of loyalty, or because you are certain that they had only your best interests at heart, then consider this: if they deserve such loyalty or if they did only have your best interests at heart, wouldn't they now want you to do whatever is necessary to have the best life you can? If you have difficulty answering that question, then you may be hiding from an uncomfortable truth.

## ***A Clear Picture***

To begin our task, we have to get a clear picture of the influences that were applied. This is actually a lot easier than it seems, because all we need to know is whether the predominance was towards Warrior, Settler or Nomad. The answers to a few simple questions will tell us just that. First, decide which parent made most impression on your life in those early years, and answer the questions based on that parent's attitudes. If you feel that they were both equally influential, then answer the questions for both.

In the five questions that follow, you will find three groups of character attributes listed; we are going to use your answers to discover the major influences that were applied during your formative years. Study the attributes, then answer each question as spontaneously as you can with a W, S or N. Bear in mind that only one or two of the listed traits in any one group may have been evident, and choose the group that is *most like* that parent. If you grew up in a 'depersonalised' environment like a children's home, then you can simply choose the attitudes that seemed to be most prevalent.

**Question 1.** *In general, which of the following best describes your more influential parent?*

**Warrior:** Strong, strict, unyielding, aloof, unemotional, distant morose.

**Settler:** Kind, forgiving, affectionate, happy, shy, melancholy, defeatist.

**Nomad:** Fun, boisterous, flashy, loud, a show-off, appearance-oriented.

**Question 2.** *If you were upset or distressed for some reason, which of the following would be your influential parent's most likely reaction?*

**Warrior:** Dismissive, disinterested, irritated/angry, unsupportive.

**Settler:** Comforting, helpful, reassuring, 'making it better', soothing.

**Nomad:** Jokes, avoiding the issue, diverting attention, "When I was your age...".

**Question 3.** *When you were in conflict with your parent(s), which of the following would have been the most likely response?*

**Warrior:** Hitting/slapping etc., domination, withdrawal of privileges, bribes.

**Settler:** Pleading, coaxing, not talking, martyrdom, appealing to better self.

**Nomad:** Threats to leave, embarrass you, feign illness, 'pass the buck'.

Are you a **Warrior**? Are you a **Settler**? Are you a **Nomad**?



Based upon the concept of evolutionary psychology, **Warriors, Settlers & Nomads** reveals those very skills and psychological attitudes that we have inherited from our ancestors. Teaching us how we have all retained features of three ancient tribes – the **Warriors**, the **Settlers**, and the **Nomads** – it guides us through revealing personality tests and detailed descriptions of each tribal trait, allowing us to identify our specific type, and to appreciate the wisdoms and strengths that up to now have lain dormant inside us.



“Terence Watts teaches you practical and immediately applicable life strategies that will make your life richer and filled with meaning. Give this book to someone you love and keep a copy for yourself. Your world is about to change!”

**Kevin Hogan PhD**, author of *The Psychology of Persuasion*, *The Hypnotherapy Handbook* and *Talk Your Way to the Top*.

“Once in a generation, a work of genius is discovered that you know instinctively will become mainstream and assimilated into modern culture. **Warriors, Settlers & Nomads** is such a work of genius.”

**Joseph Keane PhD**, DPsych, BA, DCH, Director, Institute of Clinical Hypnotherapy & Psychotherapy, Cork, Ireland.

“When I started reading **Warriors, Settlers & Nomads** it gripped me more than any other self-help book I’ve ever read ... I strongly recommend this book to anyone on the road to greater awareness or self-empowerment.”

**Roy Hunter MS**, author of *The Art of Hypnosis* and *Master the Power of Self-Hypnosis*.



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