

HUMAN MODES

Human Layer: the states from which you decide and react

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PROLOGUE — YOU DON'T ALWAYS DECIDE THE SAME WAY

You don't always decide the same way. It's not an idea or a theory. It's something you've already seen, even if you haven't looked at it closely enough.

You read a message. One day it's neutral. You understand it as it is. You respond normally.

Another day, with the same words, something changes. You wouldn't know exactly what. A nuance, a tone, a sensation that's hard to locate. It's not obvious, but it's enough to alter what you see.

And that day you respond differently.

Faster. More closed. A bit more than you wanted. A bit more than you would in another moment.

You send the message. In that instant it fits. It makes sense. It's coherent with what you're seeing. There's no doubt. You move on. Nothing happens.

Until you come back.

You read what you wrote and it's no longer the same. The message hasn't changed. The other person hasn't changed. You have. And from that new place, you see it clearly.

It wasn't necessary.

You could have waited.

You could have asked.

You could have not engaged.

But before, that wasn't there.

That's the point.



You're in a conversation. It starts normal. Fluid. No tension. You can listen, you can respond, you can even hold something you don't like without closing. There's margin.

And at some point something changes.

It's not big. It's not obvious. No one would point it out from the outside. But it's enough. A sentence, a gesture, a nuance that, for some reason, doesn't pass the same way.

You notice it.

Not as a thought, but as activation. The body moves before the idea. Your breathing changes, shortens, your attention narrows. You stop seeing the whole and stay with a part.

And at that point, you're already in.

You haven't spoken yet. You haven't responded yet. But you're no longer in the same place you were a few seconds ago.

The change happens before the action.

You know that if you continue down that path, it will escalate. You know because you've lived it before. It's not new. There is a second, very small, but enough.

You could not enter.

You could let it pass.

You could wait.

You could ask before responding.

But you don't.

You respond.

The other person does too. It rises. Not much, just enough. And at that point, you're no longer choosing.

You continue.

Because stopping there requires something you no longer have: space.

3M

Another moment.

You have something pending. Important. Not optional. Not ambiguous. You know you have to do it. You don't need more information. You don't need to think about it more.

You sit down.

You open it.

You look at it.

And you don't enter.

There's no obvious block. There's no clear fear. There's no reason you can precisely explain. But you don't enter.

You close it.

You move to something else.

Something smaller. Faster. More manageable.

Something you can finish without friction.

And you do it.

And that gives you a small sense of progress.

But it's not progress.

It's displacement.

And you know it.

You know you shouldn't be there.

You know what matters is something else.

But you don't enter.

It's not that you don't want to.

It's not that you don't know.

It's that from that state, you can't sustain it.

3M

That's the pattern.

You see it.

And you still do it.

3M

And that breaks the idea you have about yourself.

Because you think deciding is about wanting, about controlling yourself, about doing it better.

But it's not.



You don't always decide from a state where you can choose.

Sometimes you decide from a state where you can only react, or avoid, or continue.



And from there, what you do makes sense.

Even if later it doesn't.



This book is not about teaching you to decide better.

It's about something more uncomfortable.

Understanding from which state you decide when you decide.

Because that's where everything happens.



CHAPTER 1 — THE ERROR

You think you are the same. That's the starting point. You see yourself as someone continuous, coherent, stable. Someone who changes, yes, but within the same line. And from there everything fits: if something fails, you adjust; if you repeat, you correct; if it doesn't work, you improve.

It makes sense. It works for many things. But it doesn't explain what happens in the moments that matter most to you.

Because there are moments when you do things that don't fit you. Not because they are extreme, but because they weren't necessary.

You read a message. You notice something. It's not clear, but enough. You respond quickly, a bit more than you wanted. You send it. You move on.

A while later you come back. You read what you wrote. And you see it.

That wasn't it.

It wasn't necessary.

You could have waited.

You could have asked.

You could have not engaged.

But in that moment, it didn't appear.

And that's where everything breaks.

Not because you failed.

Because you weren't in the state from which that was possible.

That's the uncomfortable point.

You don't have a single way of deciding. You have several. And they don't change when you decide they should.

They change before.

Without asking you.

☐

You're in a conversation. One day you can listen. Even to something you don't like. You can hold it. You can wait before responding.

Another day you can't.

You close in seconds.

You respond before understanding.

You position yourself before seeing.

And you're already in.



That's the point.

It's not what you say.

It's the moment you enter.



You read something.

One day you understand it.

Another day you interpret it.

One day you see nuance.

Another day you see intention.

One day you ask.

Another day you respond.



You try to do something important.

One day you enter.

Another day you don't.

You sit down, you look at it, you know where to start.

And still, you don't enter.

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You distract yourself.

You postpone.

You avoid.

And you call it lack of discipline.

3M

But it's not that.

3M

It's state.

3M

And as long as you don't see that, you will keep trying to correct what you do without understanding from where you are doing it.

You will try to respond better without realizing that you weren't in a position to respond better.

You will try to force yourself to do something when the system has no access to sustain it.

And that doesn't work.

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Because it's not a behavioral problem.

It's a state problem.

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And that state changes more than you think.

It changes before you notice.

And when you notice, many times you are already in.

3M

That's the error.

Believing that you always decide from the same place.

And from there trying to fix what you do without looking at where you are doing it from.

And that doesn't work.



CHAPTER 2 — AUTOMATIC MODE

You don't notice it. That's the problem. There's no clear signal, no discomfort, nothing that forces you to stop. Everything works well enough for you to continue.

You start the day. You look at your phone. A message, you reply. Another, same. Another one. Fast, correct, without friction. You're not thinking through each response, you're not evaluating, you're not deciding.

You're following.

And because everything fits well enough, you don't question it.

You leave the house. You walk, cross, arrive. If someone asks you how the journey was, you wouldn't be able to reconstruct it precisely. Not because nothing happened, but because you weren't fully there.

You were going.

Without entering.

They ask you something. “Can you take care of this?” It doesn’t seem important, or urgent, or problematic. You say yes, without pausing, without checking, without looking beyond that moment.

You continue.

Hours later you come back to it. You look at it with more space and now it doesn’t fit. It wasn’t convenient, it didn’t make sense, you shouldn’t have taken it on. But it’s already done.

And the important thing is not that you made a mistake.

It’s that you don’t remember the moment you decided.

Because there was no decision.

There was continuity.

You’re working. Several things open. You jump from one to another. You respond, you move forward, you close things. Everything works, nothing breaks.

But you’re not inside anything.

There’s no depth, no sustained focus, no real understanding.

There is movement.

And that’s deceptive.

Because it feels like you're progressing, but you're maintaining.

You reply to emails, handle small things, close quick tasks. Everything adds up. But what matters doesn't enter. And because it doesn't enter, it doesn't bother. It stays outside, waiting.

It accumulates. Small yeses, small decisions not reviewed, small entries you don't question. Nothing serious, but constant.

And this doesn't happen once.

It happens many times.

More than you remember.

You say yes without looking, you accept without checking, you enter without deciding.

And each of those moments builds something: a commitment, a responsibility, a direction.

Not because you decided it.

Because you weren't there when it happened.

Another moment. You're with someone. You talk, you listen, you respond. Everything flows. But if you look closely, you're not fully there. You're answering just enough, following the thread, maintaining the conversation.

There's no conflict.

But there's no depth either.

You don't enter.

And that is felt too.

Not in the moment.

After.

Conversations you don't remember well, moments that pass without leaving a mark, relationships that stay on the surface.

Not because you don't want to.

Because you weren't there.

From this state, you don't decide.

You follow.

And following has an advantage: no friction, no tension, no discomfort. Everything flows.

But it has a cost.

You don't choose.

And what you don't choose also gets built.

And one day you stop.

And you see it.

You are inside something you wouldn't have chosen like that.

And you don't know when it started.

Because it didn't start with a big decision.

It started when you weren't there.

That's automatic mode.

It's not an error.

But if you don't see it, it takes you.

And when it takes you, you don't decide.

You follow.

And that also decides for you.

CHAPTER 3 — REACTIVE MODE

Here you do notice it, but when you notice it, it's already too late. It doesn't start when you respond. It starts earlier, in something small that changes without making noise. A sentence that could be neutral but isn't, a minimal gesture, a nuance that doesn't quite fit. You wouldn't know how to explain it well, but you notice it.

Not as a thought.

As activation.

The body moves before the idea. Your breathing changes, shortens. Your attention narrows. You stop seeing the whole and stay with a part. And that part begins to occupy everything.

You haven't spoken yet. You haven't responded yet. But you are no longer in the same place you were a few seconds ago.

That's the point.

The change happens before the action.

You're in a conversation. Everything flows. You listen, you respond, there's no problem. You can even hold something you don't like without closing. There's margin. Until something changes.

"It wasn't like that."

The sentence could be neutral.

But it isn't.

Not from where you're receiving it.

And you enter.

You don't stop. You don't check. You don't ask. You respond.

Fast.

A bit more than you wanted. A bit more than you would in another moment.

In that instant it fits. It makes sense. It's coherent with what you're seeing. But what you're seeing is no longer everything. It's a part. Enough to respond.

The other person responds. You do too. It rises. Not much. Just enough.

And at that point, something important happens.

You are no longer trying to understand.

You are trying to sustain.

Sustain your point. Sustain your position. Sustain what you just said.

The objective changes.

Without you deciding it.

Without you fully noticing it.

You could stop.

In theory.

But you don't.

Because stopping now requires something you no longer have.

Space.

And without space, you can't do anything else.

You continue.

This doesn't happen to you once. It has happened many times. More than you remember. Conversations that start well and twist without knowing exactly when. Messages you respond to in seconds and later reread with discomfort. Tones that rise without anyone wanting them to rise.

It's not the other person.

It's not only the context.

It's the moment you enter.

You read a message. You weren't expecting anything. You open it. There's something. It's not clear, but enough. A nuance, a word, a way. You notice the activation.

That's the moment.

Small.

Enough.

You could not enter.

You could wait.

You could leave it.

But you don't.

You respond.

Direct.

Drier than you wanted.

You send it.

In that moment it fits. It makes sense. It's coherent with what you're seeing.

Five minutes later you come back. You read what you sent.

And something changes.

Not the message.

Not the other person.

You.

And now you see it.

It wasn't necessary.

You could have waited.

You could have asked.

You could have not entered.

But before, that wasn't there.

That's the point that's hard to accept.

It's not that you didn't know how to do it better.

It's that you couldn't do it from that state.

Another moment. You're with someone close. It's not an argument. It's a normal conversation. Until something changes. A comment that isn't serious, but touches something.

You notice it.

That micro-shift.

You could stop there.

But you don't.

You respond a bit shorter, a bit more tense.

The other person notices. Adjusts. Responds from another place. More closed.

And that's it.

The conversation changes.

It doesn't explode.

But it shifts.

It loses something.

Not because of what you said.

Because of the state from which you entered.

In this mode you don't try to understand more.

You try to close, protect, exit.

And that works in the short term.

It reduces discomfort.

It gives you a sense of control.

But it has a cost.

It reduces options.

It reduces nuance.

It reduces what can happen there.

And you don't see that in the moment.

You see it later.

Hours later.

Or days.

When everything goes down.

When the system opens again.

And then yes.

You see more.

You see what you didn't see.

And a sentence appears: it wasn't necessary.

And it's true.

But incomplete.

It wasn't necessary from now.

From that state, it was.

That's the point.

You didn't decide badly.

You decided from a state that didn't allow you to see more.

And what you do there doesn't stay there.

It comes back.

In the form of a conversation that is no longer the same, a relationship that adjusts, a distance that appears without fully explaining itself.

And when it comes back, you don't decide.

You sustain.

That's reactive mode.

It's not an error.

It's a way of functioning.

But it has limits.

And those limits define what you can do when you are there.



CHAPTER 4 — AVOIDANT MODE

Here you don't react.

But you don't decide either.

From the outside, it seems like nothing is happening.

From the inside, it is.

You know what you have to do. It's not a doubt. You don't need more information. You see it clearly.

And still, you don't enter.

You sit down. You open it. You look at it. And something doesn't fit.

There's no strong rejection. There's no obvious fear. There's no clear explanation.

But you don't enter.

You move to something else. Something small. Something you can close quickly. A message. A minor task. Something that doesn't weigh.

And it works.

You do it.

You move.

You progress in something.

But not in that.

And you know it.

That's the point.

You know you shouldn't be there. You know what matters is something else. But you don't enter.

It's not laziness.

It's not lack of discipline.

It's not that you don't want to.

It's that from that state, you can't sustain it.

You stand up. You come back. You look at it again.

It's the same.

You know where to start. You even know how to do it.

But you don't start.

You close it.

You open something else.

Something shorter.

More manageable.

And time passes.

Not suddenly.

Smoothly.

Almost invisibly.

Half an hour.

One hour.

A bit more.

Nothing serious has happened.

But you haven't entered.

And that also builds something.

Even if you don't see it.

You have a pending conversation. It's not urgent, but it's important. You know you have to have it. You know what you have to say.

But you don't do it.

You leave it.

“I’ll do it later.”

Days pass.

Nothing explodes.

But something changes.

The relationship adjusts. It cools down. It becomes more superficial.

Something is lost.

Not because you decided that.

Because you didn’t enter when it mattered.

Another moment. You sit down to work on something important. You open it. You look at it. You know you should enter.

But you don’t.

You distract yourself. You look at your phone. You search for something irrelevant.

You come back.

It's the same.

You know you should do it.

But you don't.

And an explanation appears.

"I don't feel like it."

"It's not the right moment."

It fits.

But it doesn't explain what matters.

It's not that you don't want to.

It's that from that state, you can't sustain it.

That's the point.

And the more you push yourself, the worse it gets.

Because the system is not failing.

It's protecting.

It avoids something that, at that moment, it cannot sustain.

And it does it by redirecting you toward something easier, shorter, more manageable.

And that makes sense.

In the short term, it relieves you.

But it has a cost.

What matters accumulates.

And when it comes back, it comes back bigger.

Heavier.

Harder to enter.

And at that point, you don't decide the same way.

You respond from pressure.

Later.

With less margin.

That's the loop.

You don't enter when you can.

And when it comes back, you can no longer enter in the same way.

And that has also happened to you more times.

That's avoidant mode.

It's not not wanting.

It's not being able from there.



CHAPTER 5 — CONSCIOUS MODE

It's not a special state. It's not better. It's not something you can sustain all the time. But when it appears, you notice it.

Not because something happens outside.

Because inside there is space.

You're in a conversation. Something doesn't fit. You notice it. Before, you would have responded without thinking. You would have entered directly. You would have followed the inertia.

Now, you don't.

Not because you control yourself.

Because you don't enter automatically.

There is a small margin.

It's not big.

It's not spectacular.

But it's enough.

And in that margin, you see.

Not everything.

But enough.

You listen a bit more. You don't stay only with the first impulse. You give yourself one more second. And that second changes what you do.

You respond differently.

Not perfectly.

But differently.

You read a message. You notice the reaction. It appears. You recognize it. It's there. But it doesn't drag you. You don't become it immediately.

It stays just long enough for you to see it.

And you decide after.

Not much later.

Just enough.

And that's enough.

You're working. Distraction appears. Before, you would have left without noticing. You would have opened something else. You would have followed the impulse.

Now you see it.

And you choose to continue.

Not because you force yourself.

Because you are inside.

That's the point.

You don't make more effort.

There is less friction.

You don't have to push yourself as much.

Because you're not divided.

You're not trying to do something while another part pulls in the opposite direction.

You are.

And from there, doing is simpler.

But it's not stable.

It appears.

And it goes.

Without warning.

One day you are.

Another day you're not.

Same context.

Different access.

And that's where the error appears.

Trying to maintain it.

Trying to reproduce it.

Trying to force it.

It doesn't work.

Because it's not something you do.

It's something that appears when certain conditions are met.

And when it appears, there is something very specific.

A small space between what happens and what you do.

That's where you can intervene.

Not always.

But sometimes.

And that already changes something.

Not everything.

But enough.

That's conscious mode.

It's not control.

It's access.

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CHAPTER 6 — THE SHIFT

You don't choose the state.

You change.

That's the point that's hard to accept.

You're in a conversation. Everything is going well. There is space. You can listen. You can respond without closing.

And something changes.

You don't decide it.

You don't choose it.

It has already happened.

You respond differently.

Faster.

More closed.

And when you notice, you are already in.

Another moment.

You are blocked. You don't enter. You go in circles. You avoid. You distract yourself.
You don't move forward.

And suddenly, without warning, you enter.

You start.

You move forward.

You sustain.

The task didn't change.

The context didn't change.

You changed.

That's the shift.

It's not progressive.

It's not gradual.

It's not linear.

It's abrupt.

From one state to another.

And that breaks the idea of control.

Because you can't always sustain the same state.

Not the one you want.

Not the one you don't want.

They change.

And many times without you seeing it coming.

That's the problem.

You try to decide as if you were the same.

But you're not.

And that creates friction.

You demand clarity from yourself when you are activated.

You demand action from yourself when you are blocked.

You demand control when there is no space.

And it doesn't work.

Because each state has limits.

And they don't negotiate.

But there is something important.

You don't choose the change.

But you can detect it.

Sometimes after.

Sometimes during.

Very few times before.

And there, something different appears.

Not control.

But margin.

A small space before it fully closes.

You don't always reach it.

But when you do, something changes.

That's the point.



CHAPTER 7 — THE ERROR OF TRYING TO DECIDE IN ANY STATE

You try to decide the same way all the time.

That's the error.

You think that if you try harder, you decide better. That if you think enough, you will see clearly. That if you control yourself, you won't fail.

It makes sense.

It works in simple things.

But not here.

You are activated. Something has touched you. You notice it. You try to think clearly.

You can't.

Not because you don't want to.

Because you are not in a state that allows you to see more.

And still, you decide.

And in that moment, it fits.

Hours later, it doesn't.

And you think you should have seen it.

But you couldn't see it like that.

Another moment.

You have something important to do.

You know it.

You try to force yourself.

You sit down.

You don't enter.

You try again.

Nothing.

You get frustrated.

But it's not lack of discipline.

It's that you are trying to act from a state that doesn't have access.

And the more you push, the less you enter.

Another case.

You are in automatic.

Everything flows.

You solve things.

You try to stop.

Think better.

See more.

You can't.

And you go back to the same thing.

Because that state doesn't open.

It continues.

That's the point.

Each state has limits.

You can't decide with depth when you are activated.

You can't sustain action when you are avoiding.

You can't intervene when you are in automatic.

But you try anyway.

And from there, you measure yourself.

You demand from yourself.

You try to correct yourself.

But it's not a problem of doing it better.

It's a problem of from where you are trying to do it.

And that changes everything.

3M

CHAPTER 8 — CONDITIONS OF ACCESS

You can't force the state.

But you can change the conditions.

That's the point that usually goes unnoticed.

There are days when you arrive.

You read something and you understand it.

You listen and you don't close.

You can pause before responding.

Not because you try harder.

Because there is space.

Less noise.

Less accumulated pressure.

And from there, everything changes.

Another day, not.

Same context.

But you don't enter the same way.

You respond earlier.

You avoid more.

You struggle to sustain.

And you think you need to do it better.

But it's not that.

It's not only what you do.

It's from which conditions you are trying.

You slept less.

You're carrying several things.

You haven't stopped.

And still you demand the same from yourself.

But the system is not the same.

And it shows.

You try to decide clearly.

But there is no space.

You try to sustain.

But there is no energy.

You try to pause.

But everything pushes you to continue.

And from there, everything narrows.

That's the point.

Not everything depends on you in that moment.

It also depends on the conditions you are operating in.

And that changes access.

Not to what you know.

To what you can use.



CHAPTER 9 — YOU SEE IT... AND YOU STILL DO IT

You know you shouldn't.

You see it.

It's not confusing.

It's not a doubt.

You read the message.

You notice something.

You know that if you respond now, it won't go well.

You know it.

There is a second.

Small.

Enough.

You could not enter.

But you don't.

You respond.

Fast.

A bit drier.

You send it.

In that moment it fits.

And right after...

you appear.

You read what you sent.

And it's no longer the same.

The message hasn't changed.

You have.

And you see it clearly.

It wasn't necessary.

But before, you couldn't do it differently.

Another moment.

You have something pending.

You know you have to do it.

You sit down.

You look at it.

And you don't enter.

You know you shouldn't avoid it.

But you do it anyway.

Because from that state, that is the only thing possible.

Another case.

You are in a conversation.

You notice it's going to escalate.

You see it.

But you're already in.

You respond.

And it rises.

Because stopping there requires something you no longer have.

That's the pattern.

You see it.

And you still do it.

Not because you don't want to do it better.

Because you don't always decide from a state where you can choose.

And from there, what you do makes sense.

Even if later it doesn't.

That's the real adjustment.

Stop asking why you did it.

And start seeing from where you did it.



CLOSING

You don't always decide the same way. Now it's no longer an idea. It's something you've seen. Not once. Many times.

You've seen it in messages you wouldn't have sent from another place, in conversations that could have been different, in things you knew you had to do and didn't, in moments when you entered knowing you shouldn't.

And the most uncomfortable part is not that.

It's that you saw it.

And you still did it.

Before, you explained it. You told yourself you weren't at your best, that you were tired, that it wasn't the right moment, that the other person also had their part. It fit.

But it wasn't that.

It wasn't a matter of doing it better.

It was a matter of from where you were trying to do it.

And that changes everything.

Because if you don't always decide from the same state, then you don't always have access to the same things. You don't always see the same things. You don't always sustain the same things. You don't always pause.

And that is not a failure.

It's how it works.

The error was not what you did.

It was believing you could have done it the same way from any state.

You couldn't.

And when you stop demanding that from yourself, something changes. Not everything. But enough.

You stop measuring yourself the same way all the time. You stop demanding clarity when there is no space. You stop demanding action when there is no access. You stop demanding control when you are already in.

And you start to see something else.

When you are.

And when you're not.

When you can enter.

And when you have already entered.

When you can intervene.

And when it's already too late.

And that, even if it seems small, changes a lot.

Because it stops being a constant struggle. It stops being "I have to do it better." It becomes a reading.

Not of what you do.

Of where you do it from.

And from there, something adjusts. Not because you control more. Because you force less.

And that opens a space. Small. Unstable. But real.

A space where, sometimes, you arrive earlier. A bit earlier. Enough.

Enough to not respond the same way. Enough to not enter the same way. Enough to pause once.

Not always.

But sometimes.

And that already changes the trajectory.

Because you don't need to do it perfectly.

You need, sometimes, not to do it the same way.

That's the change.

You don't decide better.

You decide when you can.