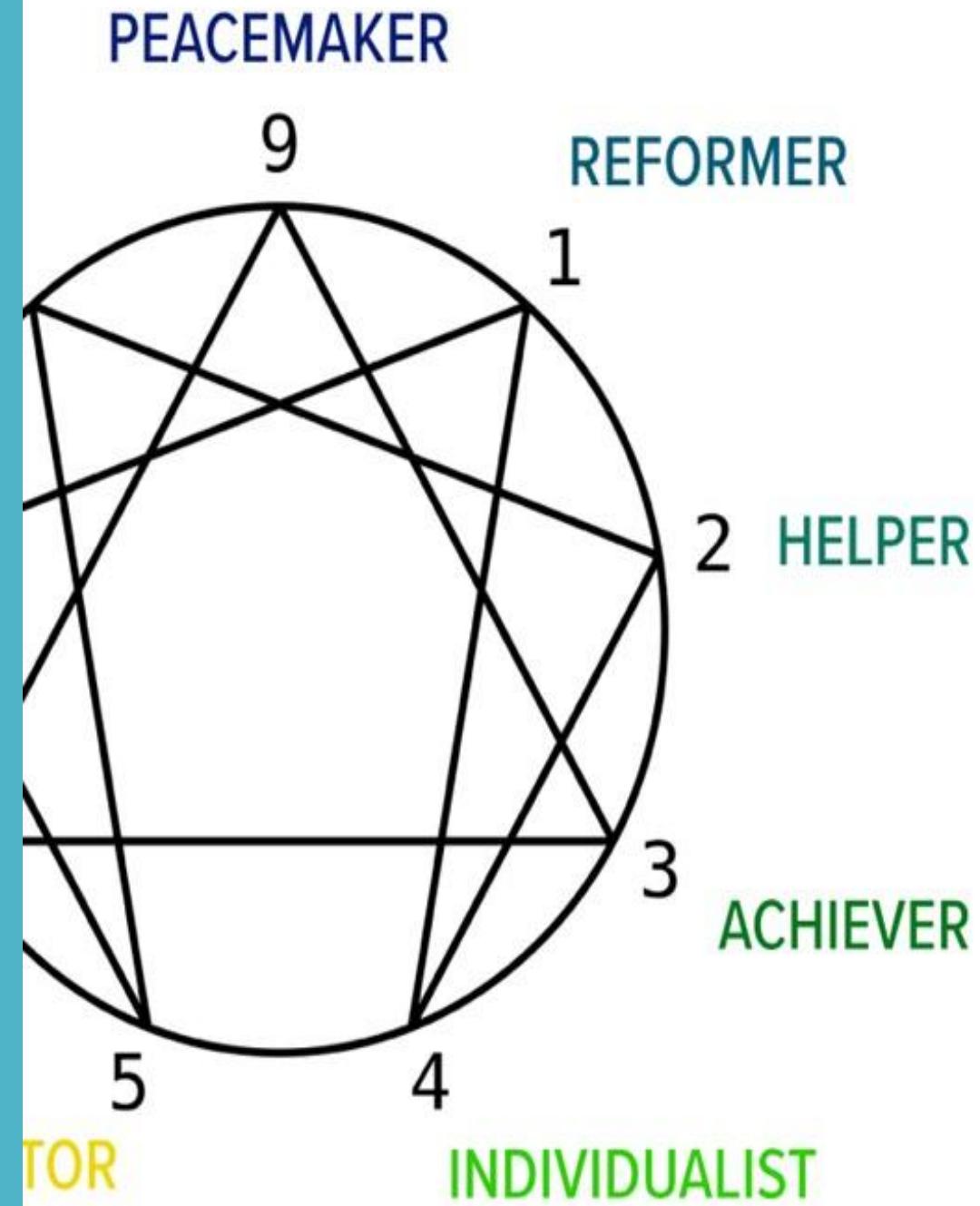


The Enneagram: Learning to Use Numbers to Your Advantage





A Little about me...

I'm a wife, mom, sister, aunt, niece, grand daughter

I love to travel

I have a degree in Psychology and work in IT – don't ask me how it happened!

I've lived in Texas, Arkansas and Tennessee

I work for Green Mountain. Previously worked for a Non-profit for a long time and multiple Fortune 300 companies

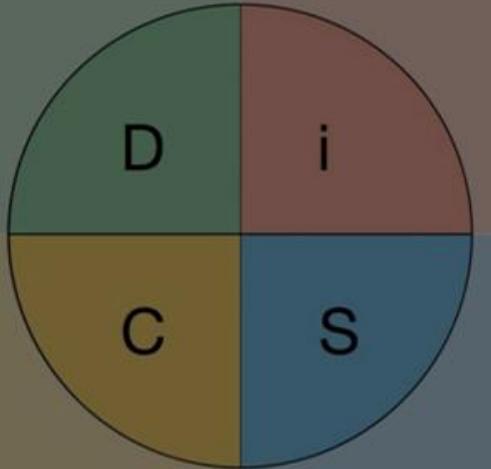
I'm a cheer mom with a Sophomore in college and a wild middle schooler

I love to do puzzles and sleep when my geriatric cat lets me.

I have 2 adorable velociraptors, I mean Corgis

DOMINANCE

- Direct
- Results-oriented
- Firm
- Strong-willed
- Forceful



INFLUENCE

- Outgoing
- Enthusiastic
- Optimistic
- High-spirited
- Lively

CONSCIENTIOUSNESS

- emotionally driven
- seeks harmony in groups
- enthusiastic
- creative
- sympathetic

- loyalty driven
- respects rules and authority
- responsible
- organized
- appreciative

ORANGE

short-term driven

GREEN

logically driven

STJ
Introverted sensor thinker judger

SFP
Introverted sensor feeler perceiver

NFP
Introverted intuitor feeler perceiver

SFJ
Extraverted sensor feeler judger

ENTP
Extraverted intuitor thinker perceiver

ENTP
Extraverted intuitor thinker judger

commonly complimentary

plot agreeableness

logical

ISTP
Introverted sensor thinker perceiver

ISFJ
Introverted sensor feeler judger

INFJ
Introverted intuitor feeler judger

ESFP
Extraverted sensor feeler perceiver

ENTJ
Extraverted intuitor thinker judger

commonly complimentary

plot agreeableness

demonstrate vs development

logical

INTP
Introverted intuitor thinker perceiver

INTJ
Introverted intuitor thinker judger

ESFP
Extraverted sensor feeler perceiver

ENFP
Extraverted intuitor feeler perceiver

ENFJ
Extraverted intuitor feeler judger

commonly complimentary

plot agreeableness

demonstrate vs development

logical

ESTP
Extraverted sensor thinkperceiver

ESTJ
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ENFP
Extraverted intuitor feeler perceiver

ENFJ
Extraverted intuitor feeler judger

commonly complimentary

plot agreeableness

demonstrate vs development

commonly complimentary

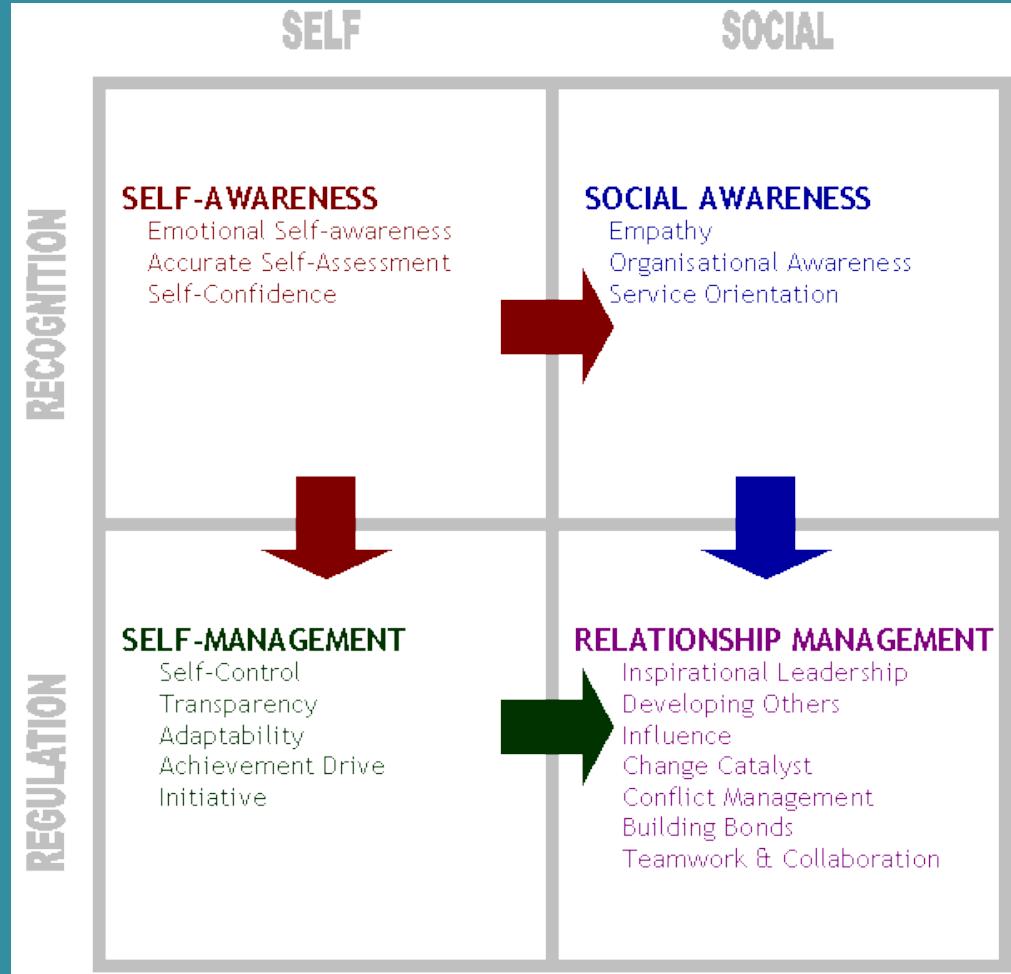
logical

How Did We Get Here?

personality

commonly complimentary lasting
plot agreeableness think
funny demonstrate vs development
distinguish long maladaptive
long possibilities latin
experience significan sociable
psychologists investigating
use

What is The Enneagram?

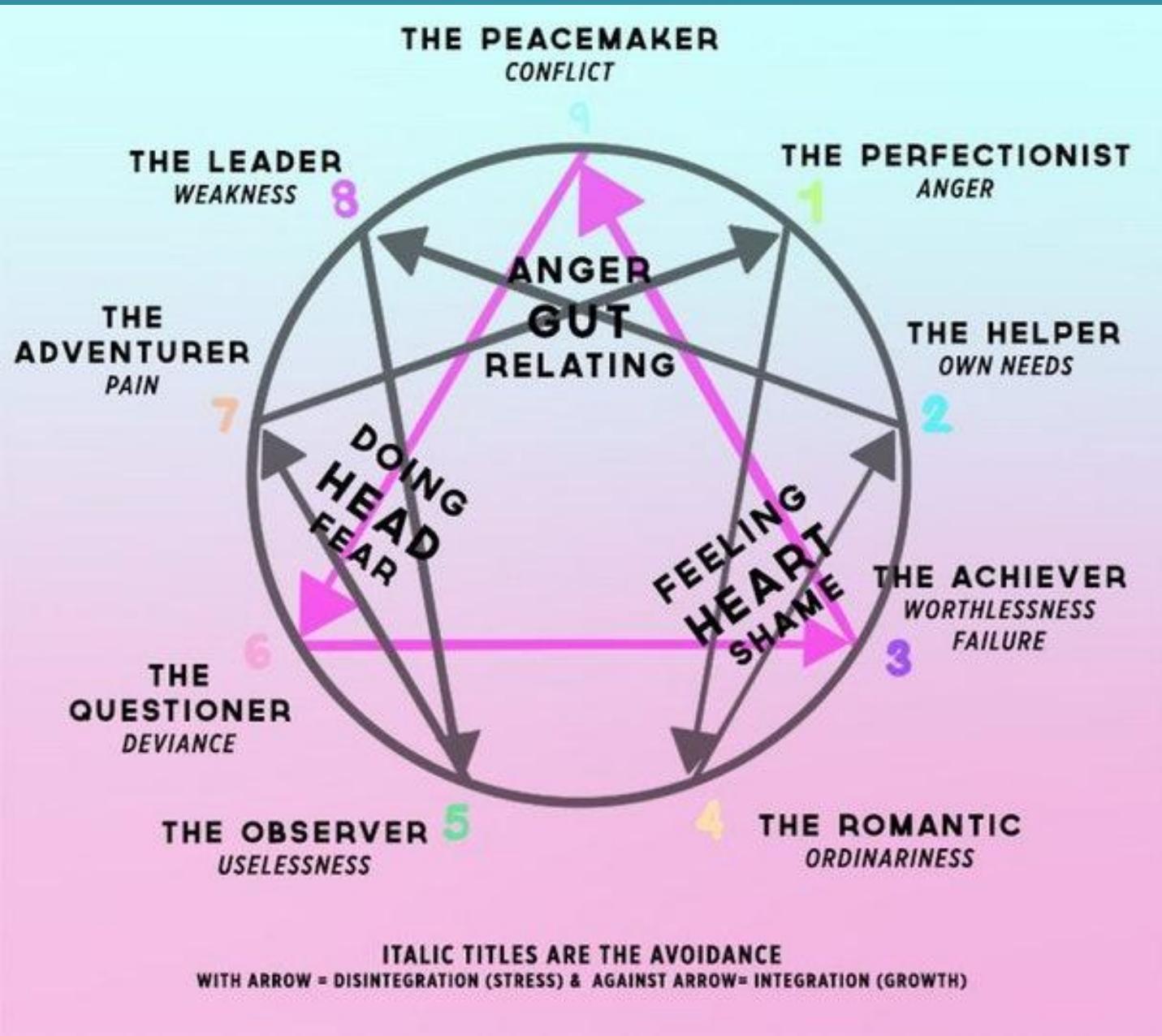


The Enneagram is an ancient personality typing system that identifies Nine Personality Types that are expressed individually and in relationship to others.

The goal with this specific assessment is to be able to recognize and overcome self-defeating patterns of behavior and get the most out of ourselves and our relationships with other people.

It's a tool, just like anything else.
As the kids say... **Live your best life!**

What is The Enneagram?



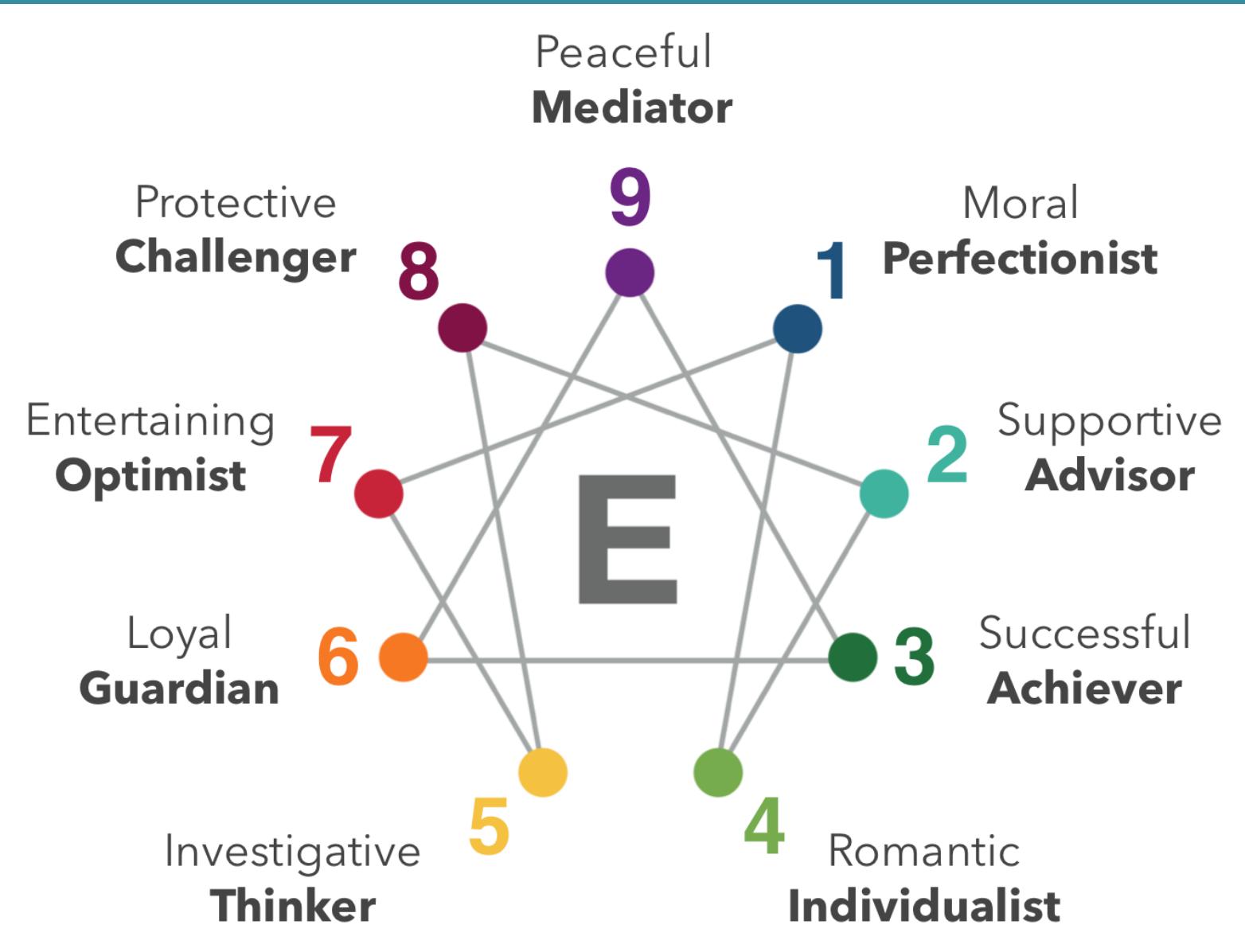
It's Your turn!

<https://www.truity.com/test/enneagram-personality-test>

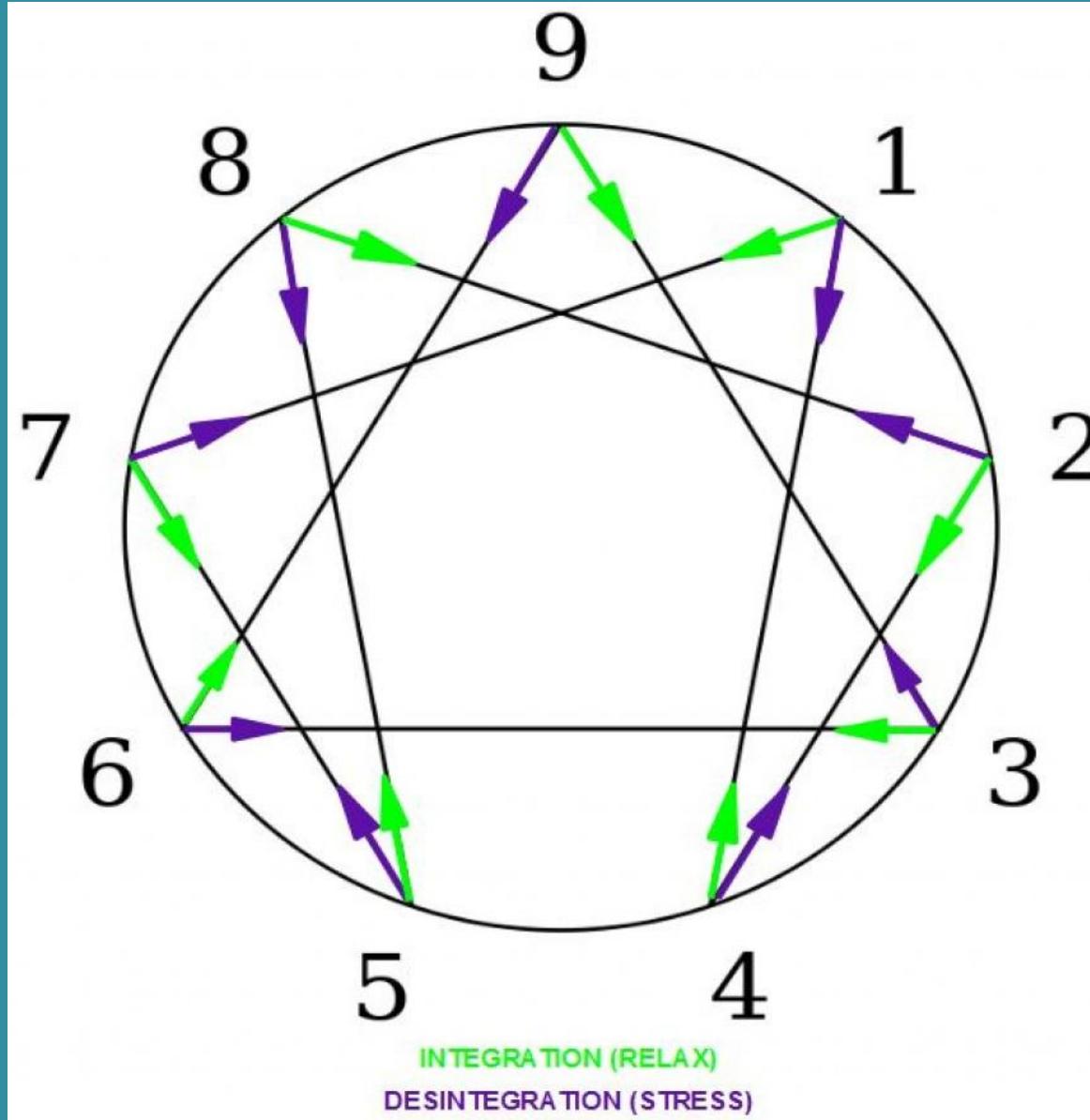
<https://www.yourenneagramcoach.com/dont-know-your-type>

- * Key here is to ensure you're in a good head space!
- Type this link into your device
- It's about 70 questions long
- They're all yes/no questions
- Takes ~ 10 minutes

What's Your Number?



Positive/Negative Headspace



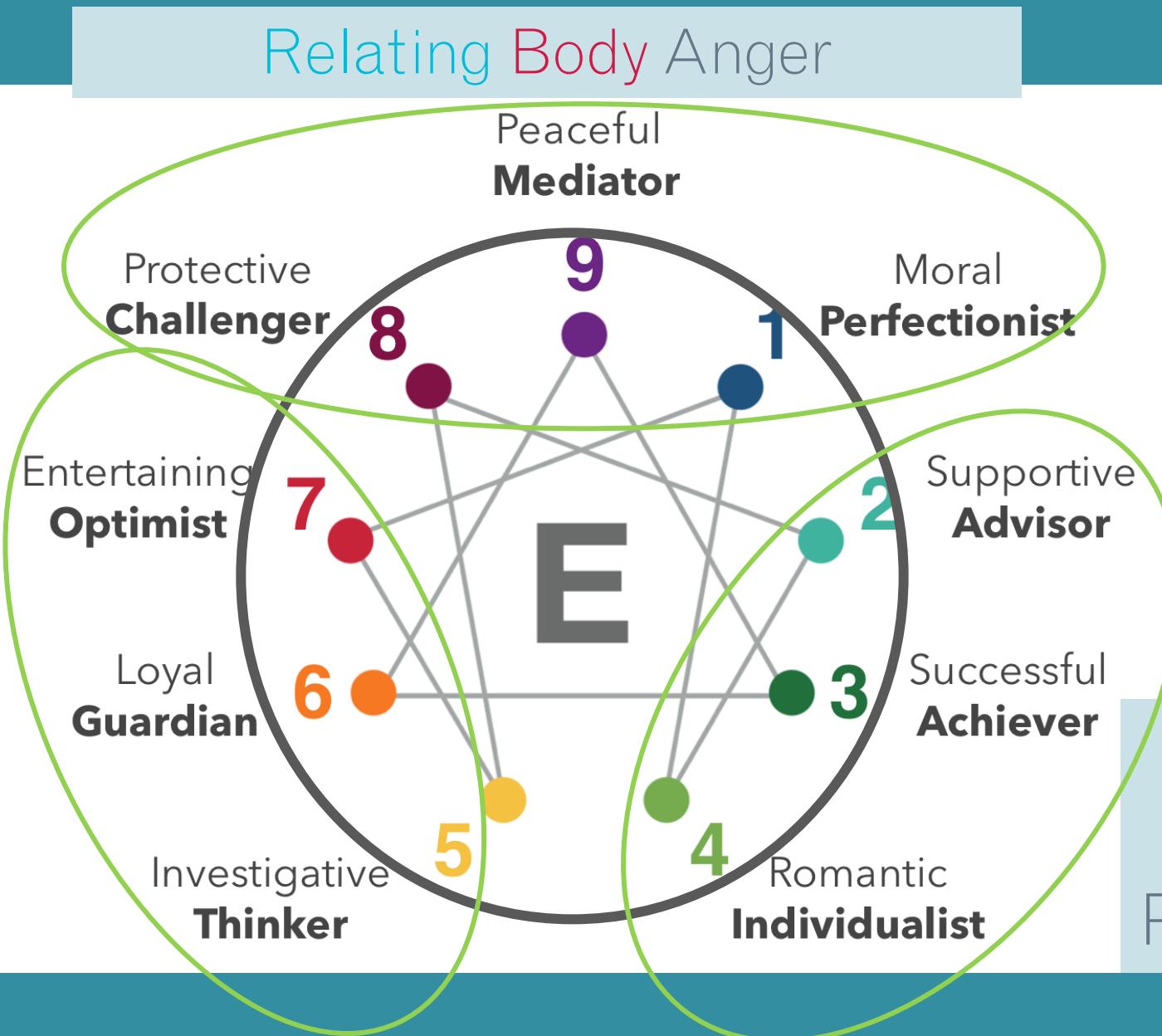
What's Your Number: Triads

Relating Body Anger

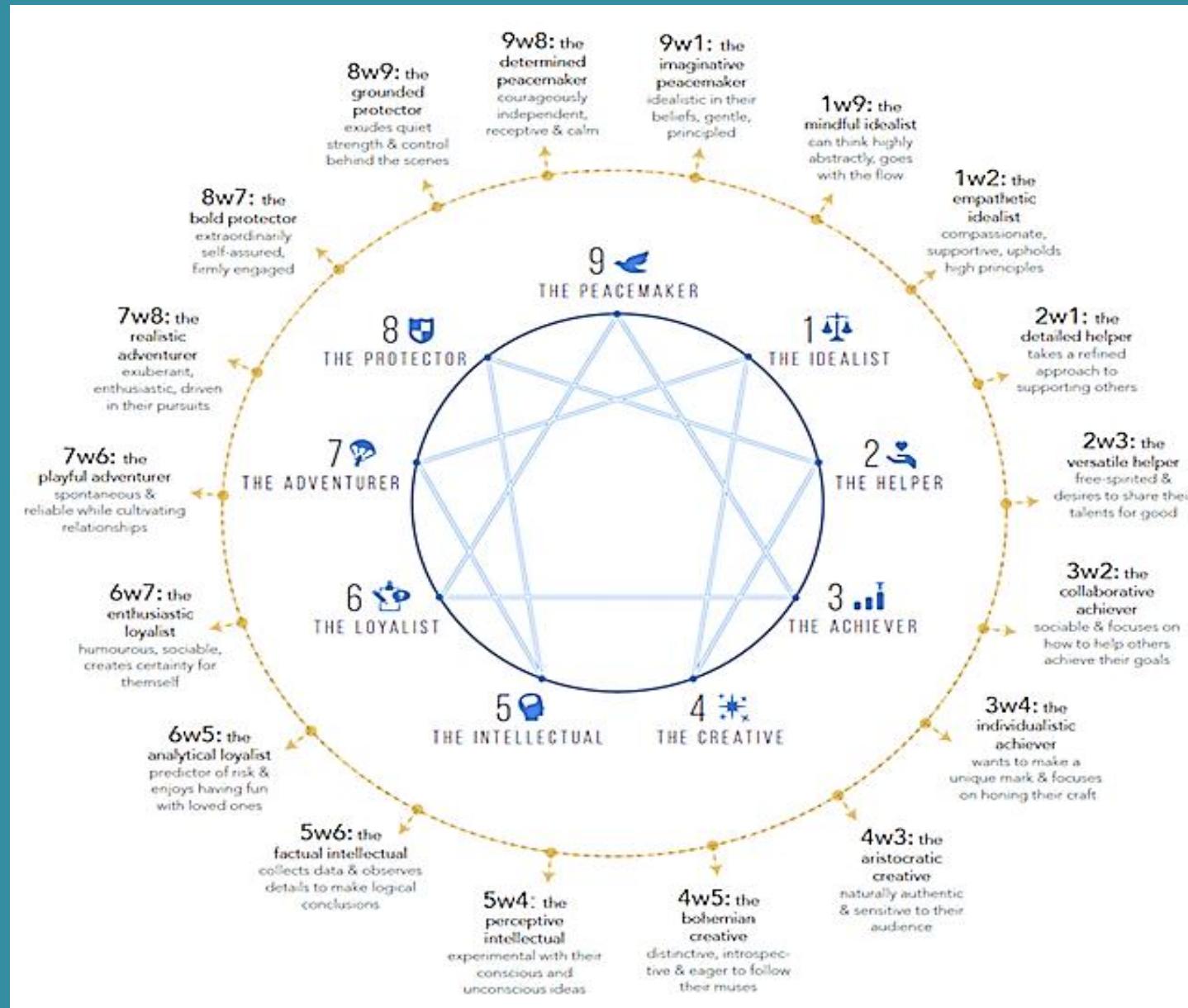
Motivator
Triad
Fatal Flaw

Doing
Head
Fear

Feeling
Heart
Pride/Shame



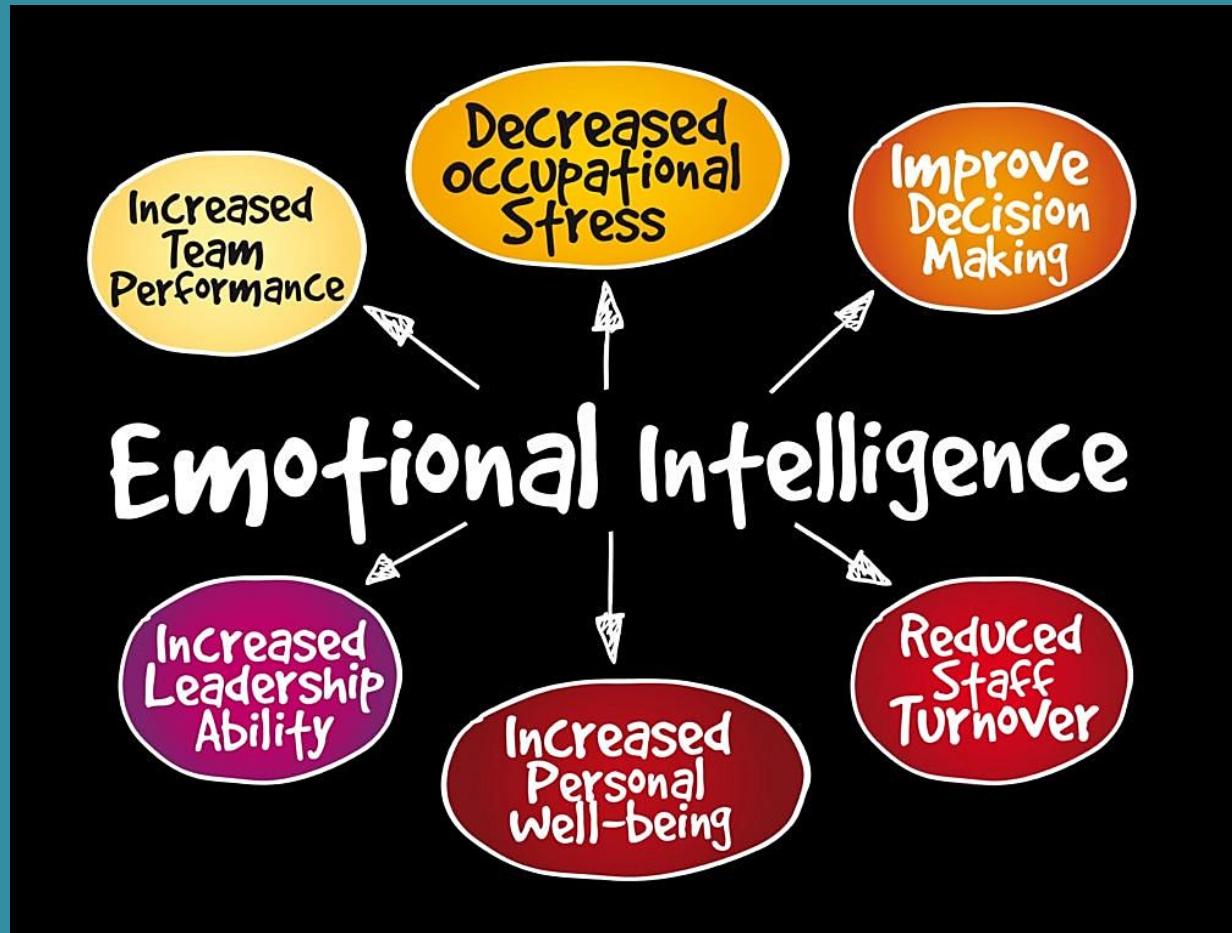
What's Your Number: Wings



The wings are the sub type numbers on either side of your number.

In theory, 9 or 2 could be the wing for an Enneagram One.
1 or 3 could be wing for a Two.
2 and 4 are for Threes and so on.

So How Does This Help Me?



- Learn what motivates you
- Recognize what your triggers are
- Be aware of what motivates others
- Leverage this knowledge when working with others

Motivation:



Vices: Triggers

8: The Protective Challenger

*Don't take my anger personally,
Betray my trust or
Try to fence me in*

9: The Peaceful Mediator

*Don't pressure or hurry me,
Confront me harshly or
Take advantage of my kindness*

1: The Moral Perfectionist

*Don't say I'm irresponsible,
Let me do all the work or
question my integrity*

7: The Entertaining Optimist

*Don't be clingy or needy,
Ask me to do tedious things or
Micromanage me*

2: The Supportive Advisor

*Don't take me for granted,
Be cold or indifferent or
Make me feel left out*

6: The Loyal Guardian

*Don't overreact if I do something,
Change plans on me unexpectedly
Or Let me down*

3: The Successful Achiever

*Don't be overly emotional,
Point out my flaws or
Interrupt my work*

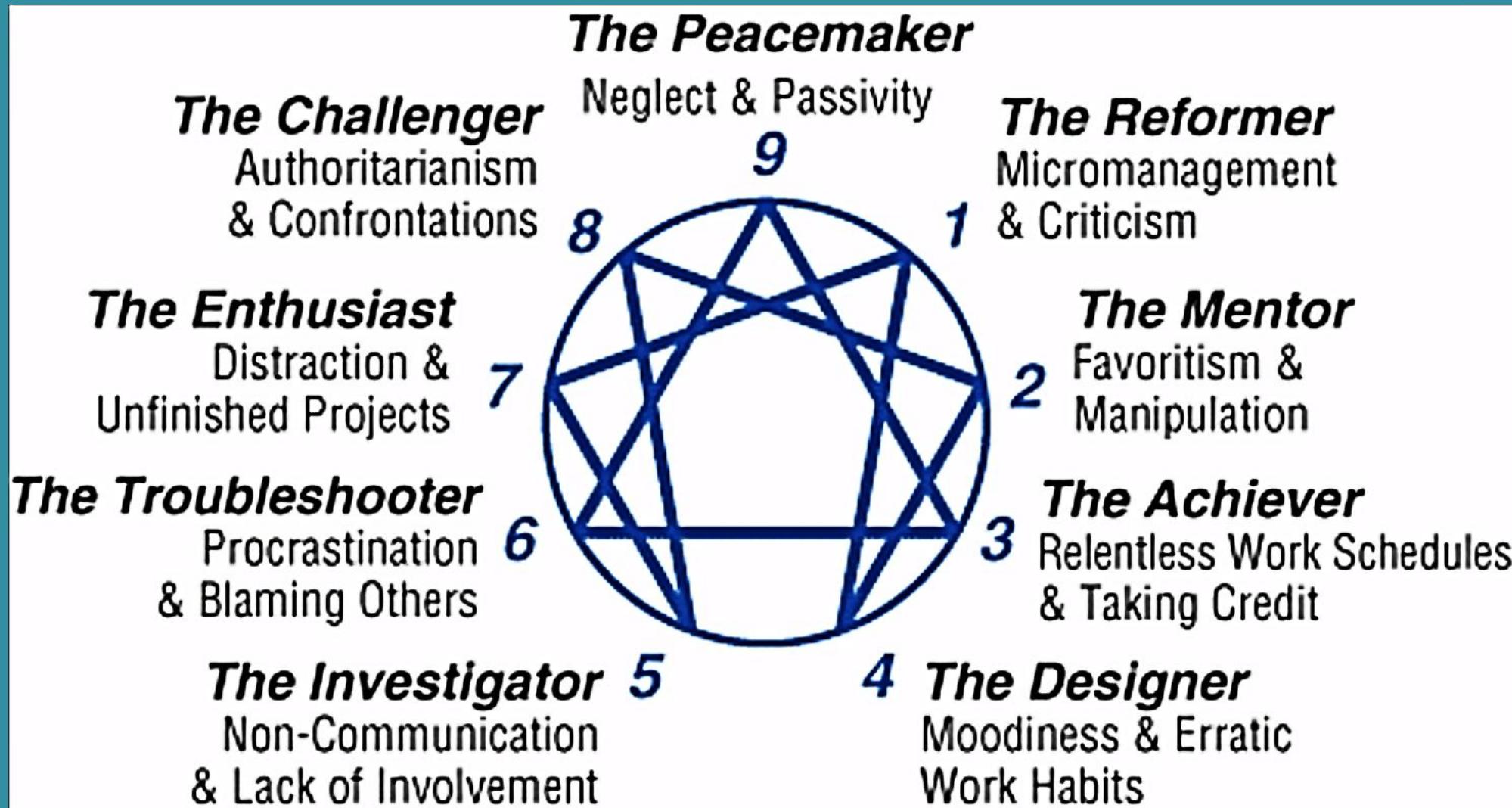
5: The Investigative Thinker

*Don't be intrusive,
Come on to me too strong or
Rush me*

4: The Romantic Individualist

*Don't be crude or rude,
Tell me to just 'get over it' or
Wear a false front (be fake to my face)*

Vices: With Great Power comes Great Responsibility



Vices and Virtues by Tirad

Enneagram: vices and virtues of the 9 types

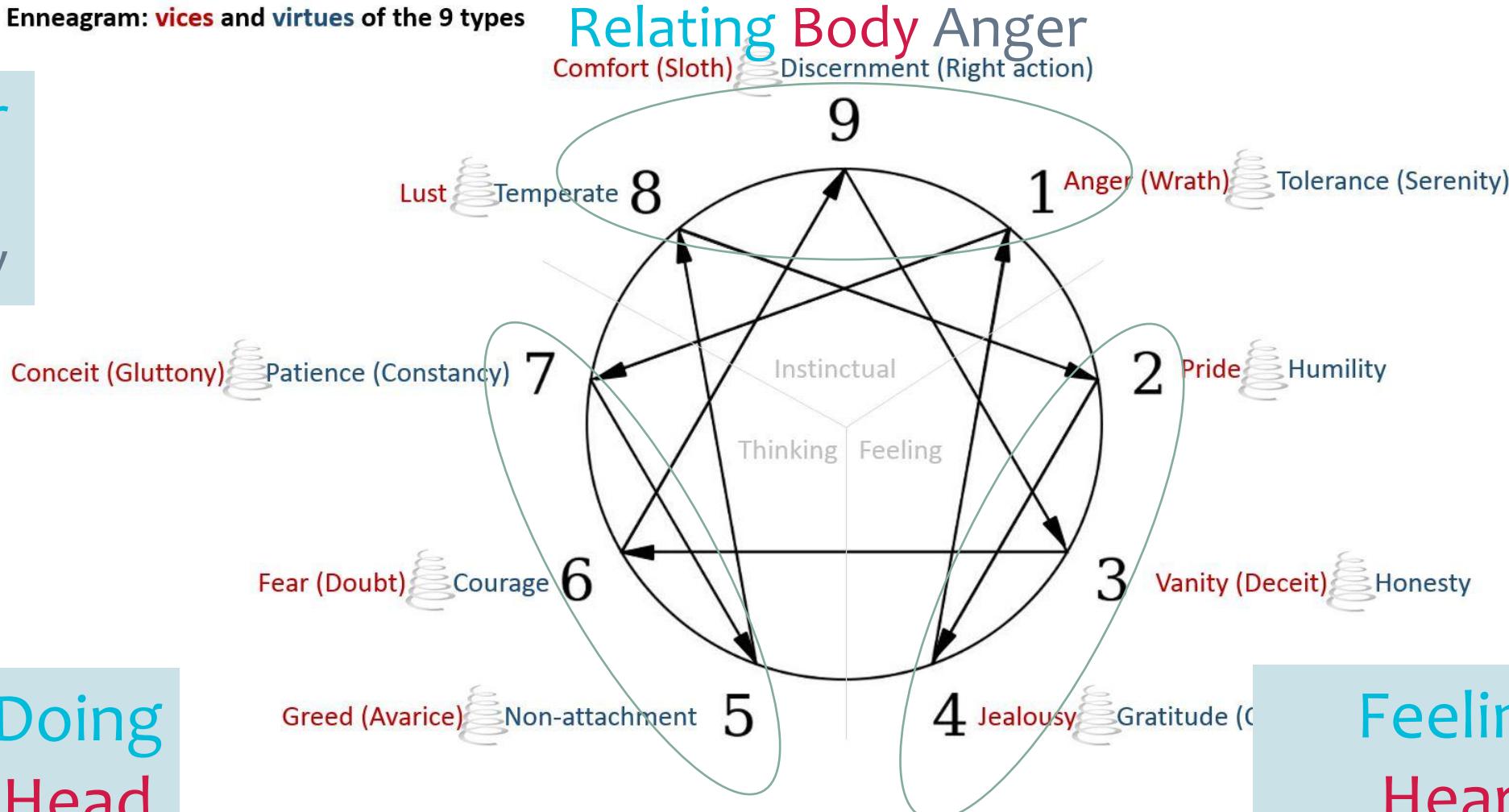
Motivator

Triad

Fatal Flaw

Doing
Head
Fear

Feeling
Heart
Pride/Shame



ACTIVITY: Cheat Sheet

| | Type 1 | Type 2 | Type 3 | Type 4 | Type 5 | Type 6 | Type 7 | Type 8 | Type 9 |
|---------------------|-----------------------------------|------------------------------|--------------------------------------|--|---|--|--|--|---|
| Characteristic Role | Moral Perfectionist | Supportive Advisor | Successful Achiever | Romantic Individualist | Investigative Thinker | Loyal Guardian | Entertaining Optimist | Protective Challenger | Peaceful Mediator |
| Basic Fear | Corruptness, Imbalance, being bad | Being unloved | Worthlessness | Having no identity or significance | Helplessness, Incapability, Incompetence | Being without support or guidance | Being trapped in pain and deprivation | Being harmed, controlled, violated | Loss, fragmentation, separation |
| Ego Fixation | Resentment | Flattery | Vanity | Melancholy | Stinginess | Cowardice | Planning | Vengeance | Indolence |
| Basic Desire | Goodness, integrity, balance | To feel love | To feel valuable | To be uniquely themselves | Mastery, Understanding | To have support and guidance | To be satisfied and content | Self-protection | Wholeness, peace of mind |
| Holy Idea | Perfection | Freedom, Will | Hope | Origin | Omniscience, Transparency | Faith | Wisdom, Plan | Truth | Love |
| Temptation | Hypocrisy | Deny own needs, manipulation | Pushing self to always be "the best" | To overuse imagination in search for self | Replacing direct experience with concepts | Indecision, doubt, seeking reassurance | Thinking fulfillment is somewhere else | Thinking they are completely self-sufficient | Avoiding conflicts, avoiding self-assertion |
| Vice | Anger | Pride | Deceit | Envy | Avarice | Fear | Gluttony | Lust | Sloth |
| Virtue | Serenity | Humility | Truthfulness, authenticity | Equanimity | Non-Attachment | Courage | Sobriety | Innocence | Action |
| Stress | 4 | 8 | 9 | 2 | 7 | 3 | 1 | 5 | 6 |
| Security | 7 | 4 | 6 | 1 | 8 | 9 | 5 | 2 | 3 |
| Heart's Message | You are good | You are wanted | You are loved for simply being you | You are seen and loved for exactly who you are | Your needs are not a problem | You are safe | You will be taken care of | You will not be betrayed | Your presence matters |

Try to find someone in the list below, ask them about their indistinguishable qualities:

- Who's # is your “integration”
- Who's # is your “disintegration”
- Who has your wing #?

The Science is Real!

There's still so much more to this whole Enneagram thing!

The science behind the 9 (law of 3, law of 7) and its integration is fascinating but too much for today, however, I can give you the sites and references from my research if you'd like more beyond my talk today.

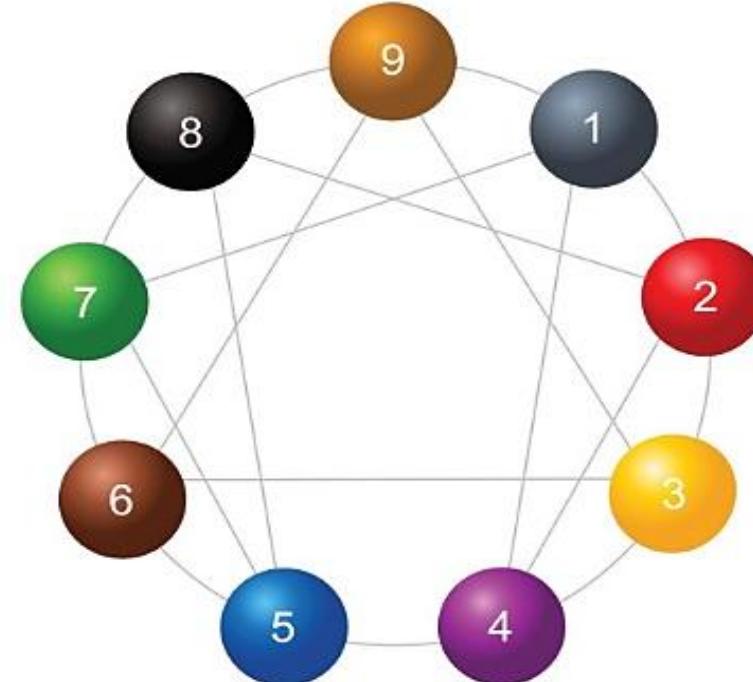
And many people have asked if there are correlations between this and other personality test...
Let's dig in, shall we?

The Science Breakdown:

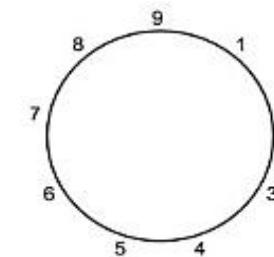
The word “Enneagram” comes from the Greek words *ennea* (“nine”) and *gram* (“something written or drawn”) and refers to the nine points on the Enneagram symbol.

Two philosophers began working with the Enneagram on different continents: G.I. Gurdjieff in the 1930s in Europe, and Oscar Ichazo from the 1950s to the present in South America. Claudio Naranjo, an American psychiatrist born in Chile, initially studied the Enneagram with Ichazo and brought it to the United States the 1970s.

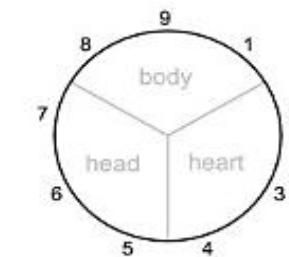
The Enneagram



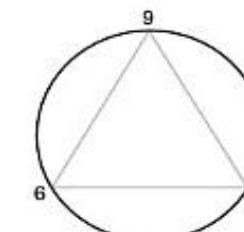
- | | | |
|------------|-----------------|--------------|
| 1 Reformer | 4 Individualist | 7 Enthusiast |
| 2 Helper | 5 Investigator | 8 Challenger |
| 3 Achiever | 6 Loyalist | 9 Peacemaker |



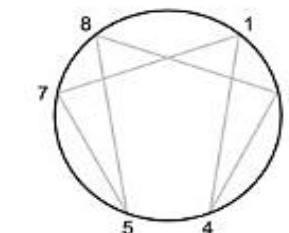
Unity



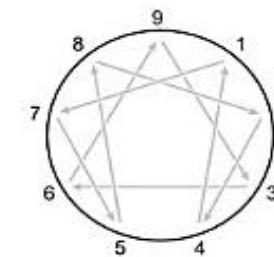
Centers of intelligence



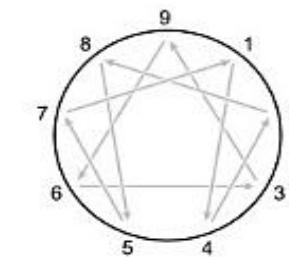
Law of three



Law of seven



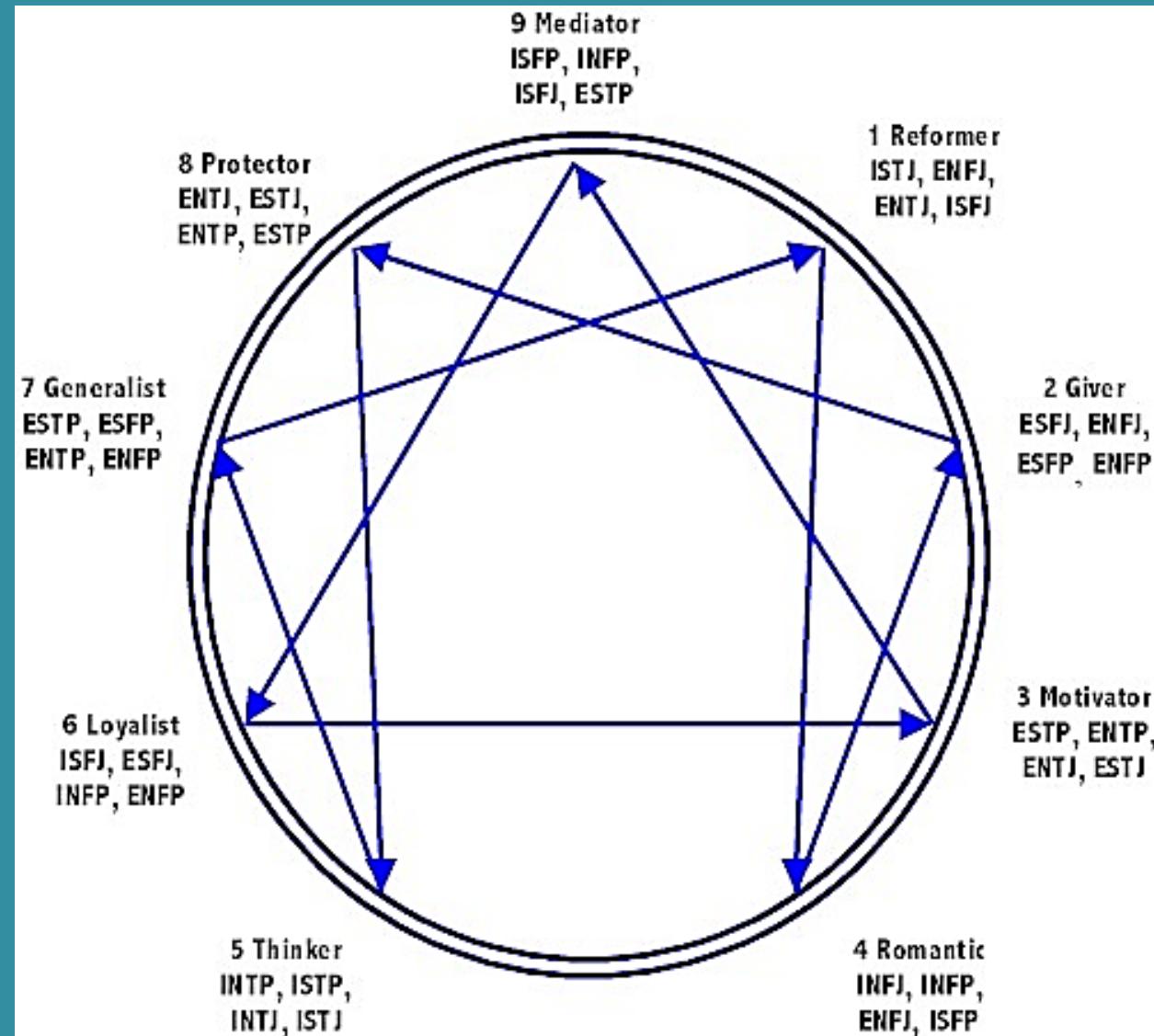
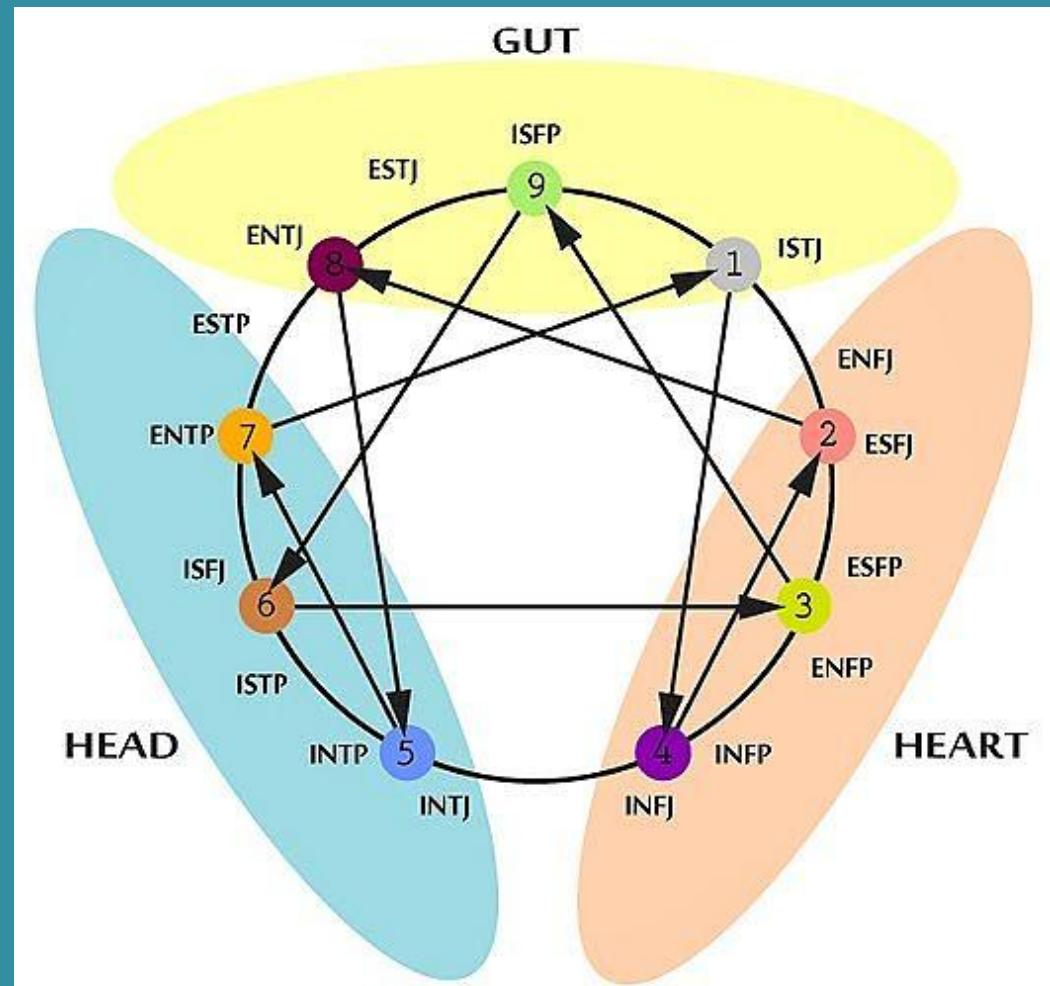
Integration



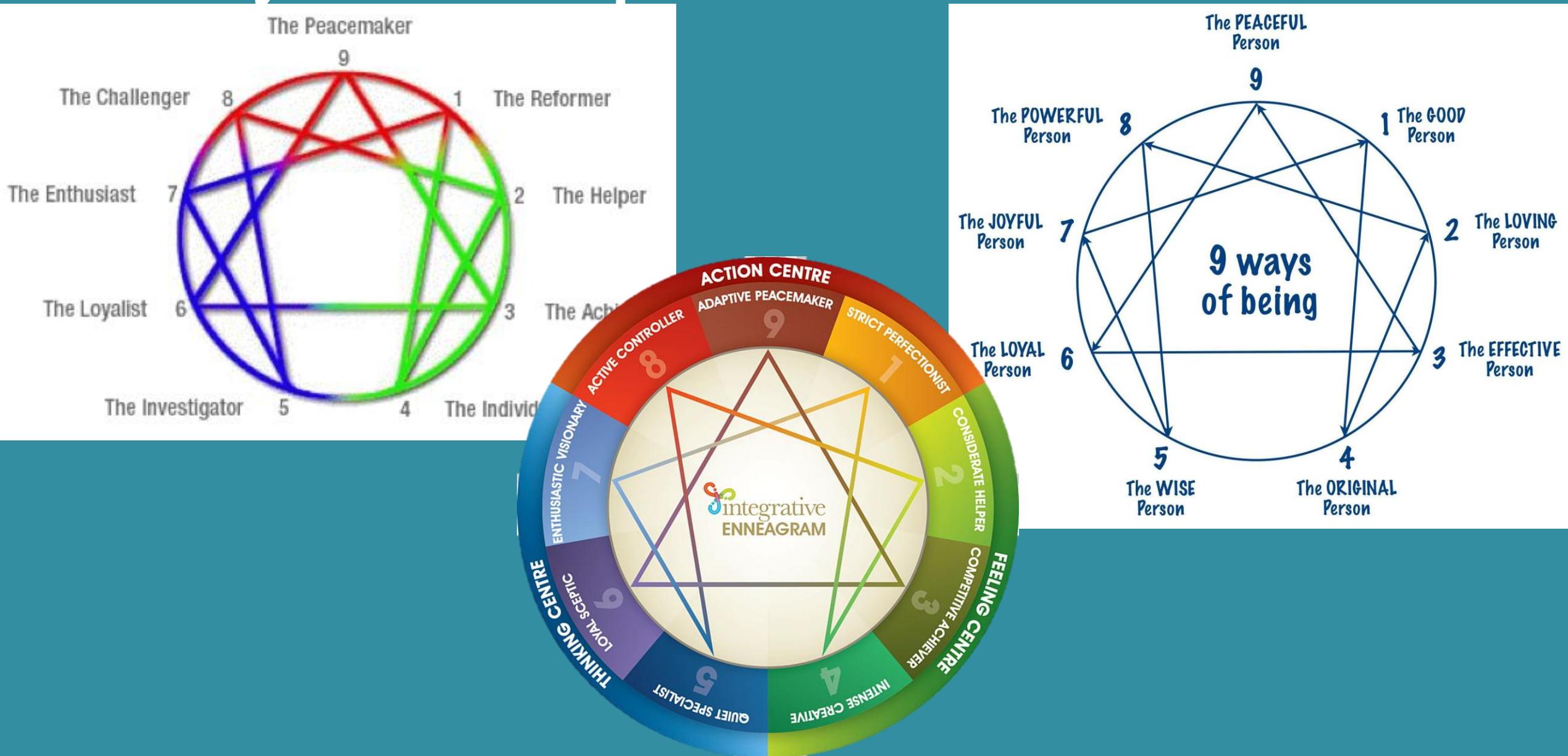
Disintegration

Are all personality assessments the related?

I am a true believer that most personality tests can be tied together... here's some examples of how the Enneagram assessment and MBTI correlates.



Everyone's an Expert?



Just How Accurate? ... Pretty Darn Right

PURPOSE Oriented

C

1. Key Word **CONSCIENTIOUS**
2. Phrase—Do It the **RIGHT WAY**
3. Questions **HOW**
4. Focus **PAST**
5. Motivated by Being **RIGHT**
6. Communication **GOOD LISTENER**
7. Decision Making **RELUCTANT**
8. Under Tension **AVOIDS**
9. Team—Focuses on **DETAILS**
10. Tends to be too **PICKY**

PAST Oriented

D

1. Key Word **DOMINANCE**
2. Phrase—Do It the **ONLY WAY MY WAY**
3. Questions **WHAT**
4. Focus **NOW**
5. Motivated by **GETTING THINGS DONE**
6. Communication **1 WAY**
7. Decision Making **IMPULSIVE**
8. Under Tension **AUTOCRATIC**
9. Team—Focuses on **RESULTS**
10. Tends to be too **AGGRESSIVE**

FUTURE Oriented

S

1. Key Word **STEADINESS**
2. Phrase—Do It the **PEACEFUL WAY**
3. Questions **WHY**
4. Focus **PRESENT**
5. Motivated by Being **RELATIONAL**
6. Communication **2 WAY—SMALL GROUP**
7. Decision Making **GROUP CONSENSUS**
8. Under Tension **AGREEABLE**
9. Team—Focuses on **RELATIONSHIPS**
10. Tends to be too **INDECISIVE**

I

1. Key Word **INFLUENCING**
2. Phrase—Do It the **FUN WAY**
3. Questions **WHO**
4. Focus **FUTURE**
5. Motivated by Being **RECOGNIZED**
6. Communication **1 WAY—ENTERTAIN**
7. Decision Making **INTUITIVE**
8. Under Tension **ATTACKS VERBALLY**
9. Team—Focuses on **MOTIVATION**
10. Tends to be too **MANIPULATIVE**

PEOPLE Oriented

ISTJ: very high C

ISFJ: S-C

ISTP: C-I

ISFP: S-I

INTJ: C-D

INTP: S-D

INFJ: C-S

INFP: high S

ESTJ: D-C

ESFJ: I-C

ESTP: D-I

ESFP: high I

ENTJ: very high D

ENFJ: D-S

ENTP: I-D

ENFP: I-S

DOMINANCE

- Direct
- Results-oriented
- Firm
- Strong-willed
- Forceful

- Analytical
- Reserved
- Precise
- Private
- Systematic

CONSCIENTIOUSNESS

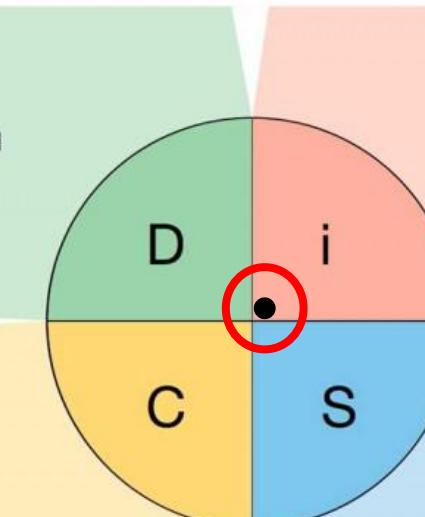
INFLUENCE

- Outgoing
- Enthusiastic
- Optimistic
- High-spirited
- Lively

- Even-tempered
- Accommodating
- Patient
- Humble
- Tactful

STEADINESS

| E type | MBTI types | Common thread | Overview |
|--------|------------------------|----------------------|---|
| 1 | ISTJ, ENFJ, ENTJ, ISFJ | J | "critical" focus; "closed" |
| 2 | ESFJ, ENFJ, ESFP, ENFP | EF | extraverted, people-focused |
| 3 | ESTP, ENTP, ENTJ, ESTJ | ET | extraverted, impersonal (task-focused) |
| 4 | INFJ, INFP, ENFJ, ISFP | [I,F] | mostly introverted, people-focused |
| 5 | INTP, ISTP, INTJ, ISTJ | IT | introverted, impersonal/task-focused |
| 6 | ISFJ, ESFJ, INFP, ENFP | EF/IF | ambidextrous E/I; people-focused |
| 7 | ESTP, ESFP, ENTP, ENFP | EP | extraverted; "open" |
| 8 | ENTJ, ESTJ, ENTP, ESTP | ET | extraverted, impersonal/task-focused |
| 9 | ISFP, INFP, ISFJ, ESTP | [I,E][S,N][F,T][P,J] | introverted and extraverted; mostly people-focused and "open" |



And if you still want more...

<https://www.enneagraminstitute.com/type-1> (break down your type, just change the #)

<https://www.theroadbacktouyou.com/> (best book I've found on Enneagram, can get on Audible, too)

[Medium.com Enneagram write up, suggest doing search in Medium for more](#)

[Personality Hacker - Enneagram](#)

[Owlcation - History of the Enneagram](#) – References to my deck, Images and info

<https://www.enneagraminstitute.com> – References to my deck, Images and info

<http://theenneagraminbusiness.com> – References to my deck, Images and info

<http://yourenneagramcoach.com> – this is the assessment I recommend, also has images that are easy to understand.

THANK YA, THANK YA VERY MUCH...

Let's keep the convo going!



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aubs11@gmail.com



<https://www.wadeingthroughlife.com>