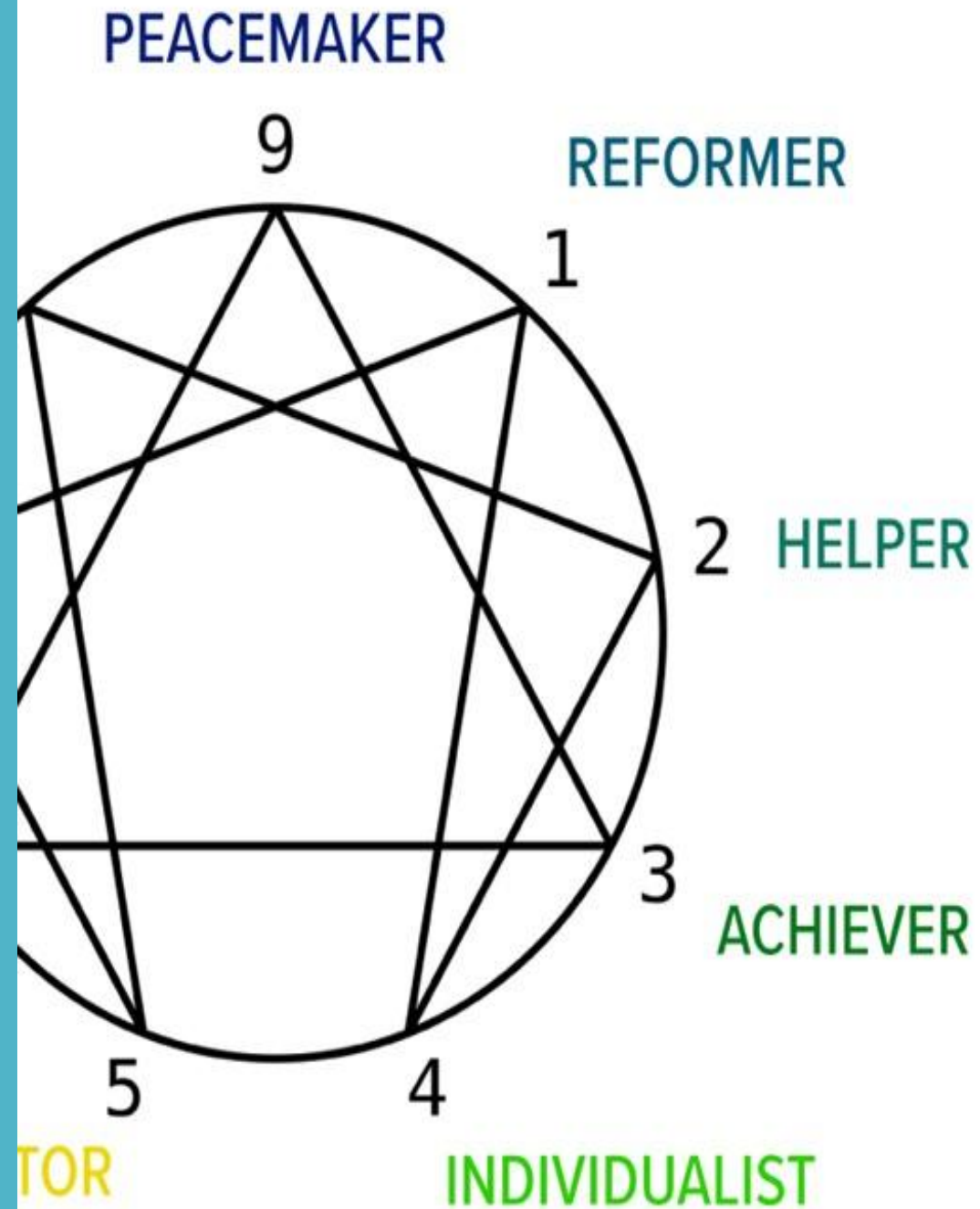


The Enneagram: Learning to Use Numbers to Your Advantage





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

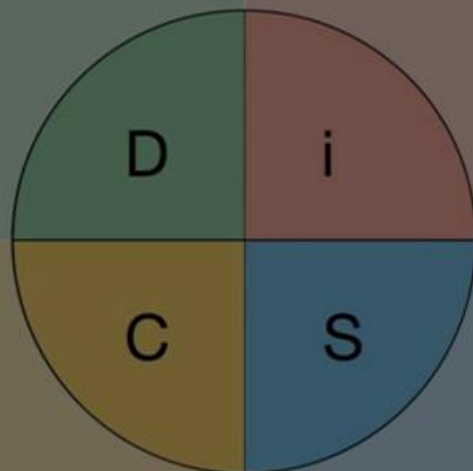
I'm a cheer mom with a Sophomore in college and a wild middle schooler

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

- Analytical
- Reserved
- Precise
- Private
- Systematic

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

CONSCIENTIOUSNESS

emotionally driven
seeks harmony in groups
enthusiastic
creative
sympathetic

STEADINESS

loyalty driven
respects rules and authority
responsible
organized
appreciative

ORANGE

short-term driven

GREEN

logically driven

How Did We Get Here?

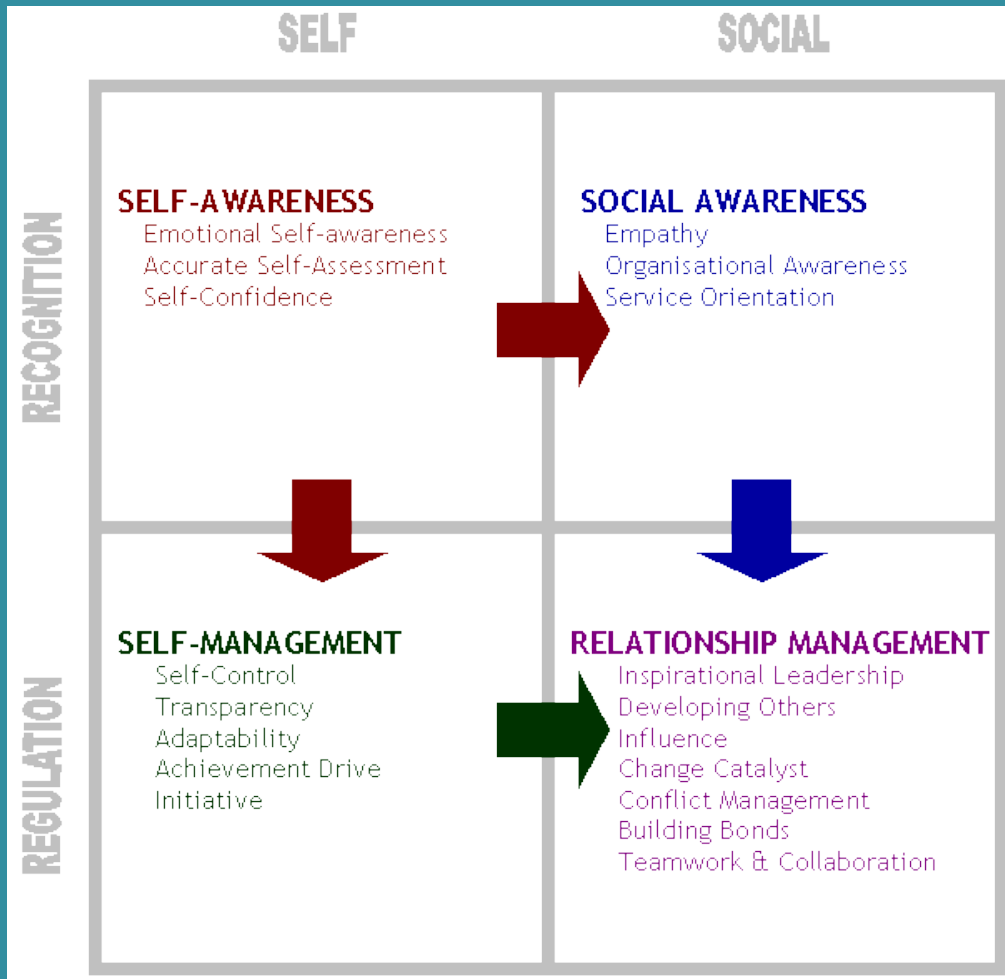


What is The Enneagram?

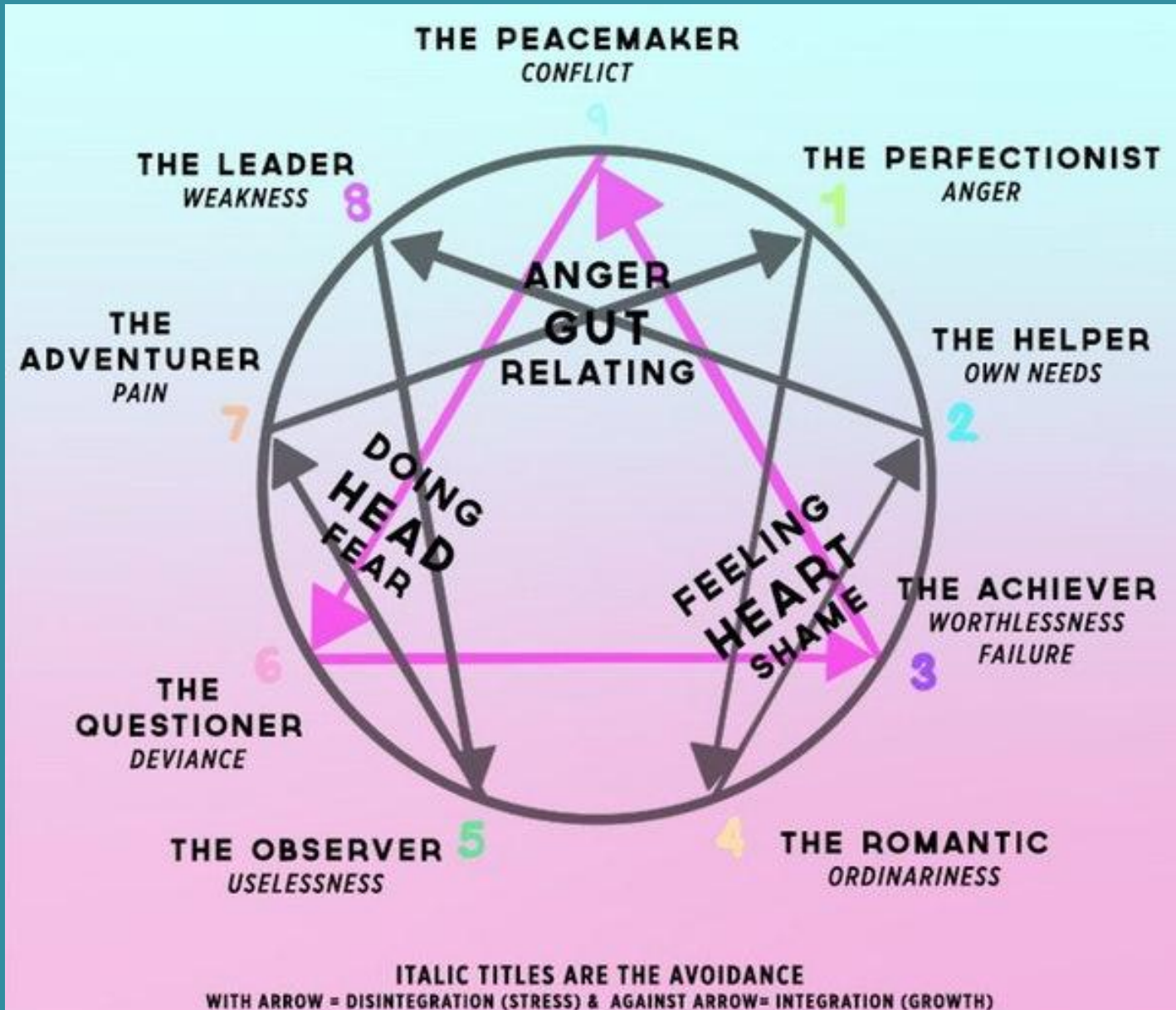
The Enneagram is an ancient personality typing system that identifies Nine Personality Types that are expressed individually and in relationship to others.

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?



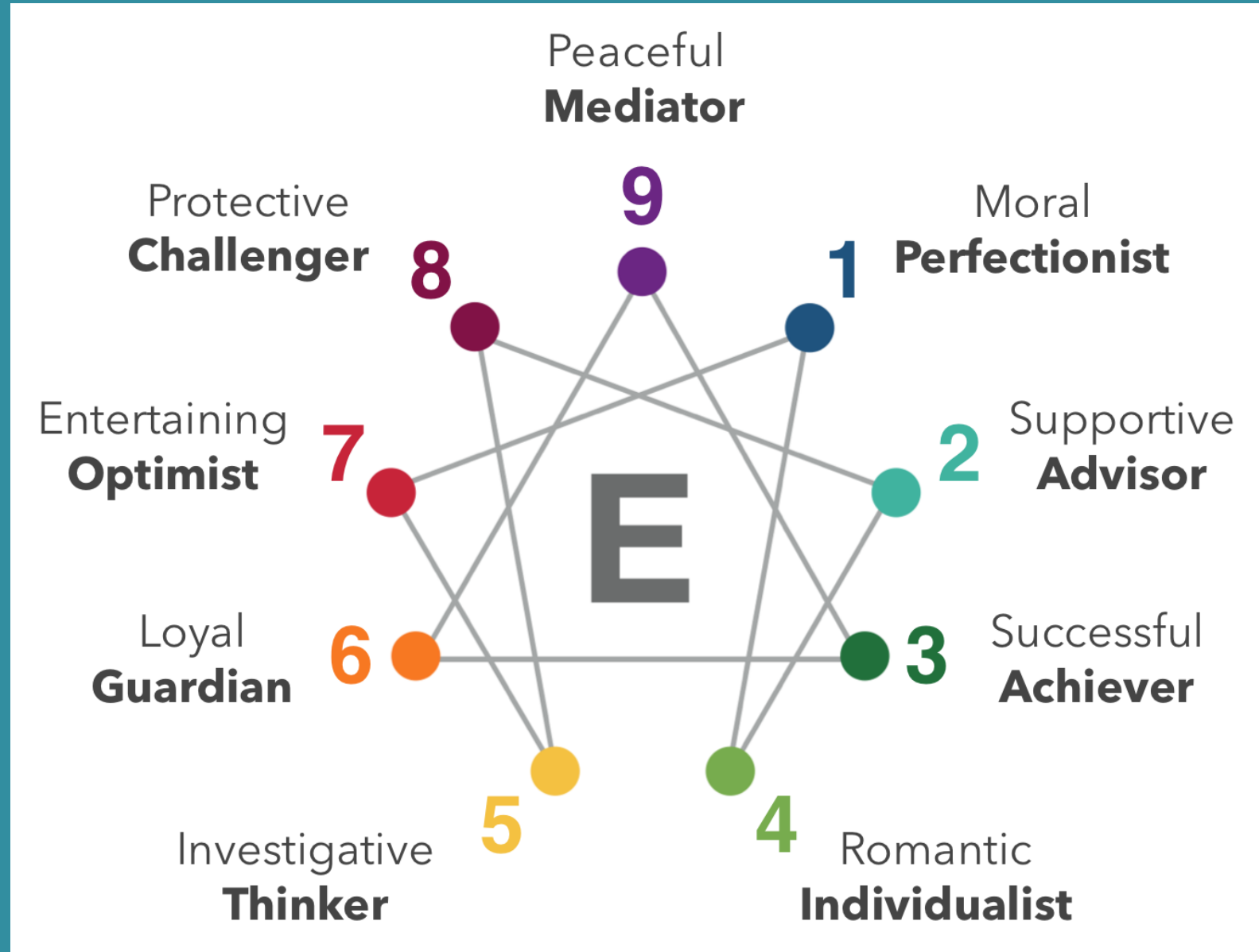
It's Your turn!

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

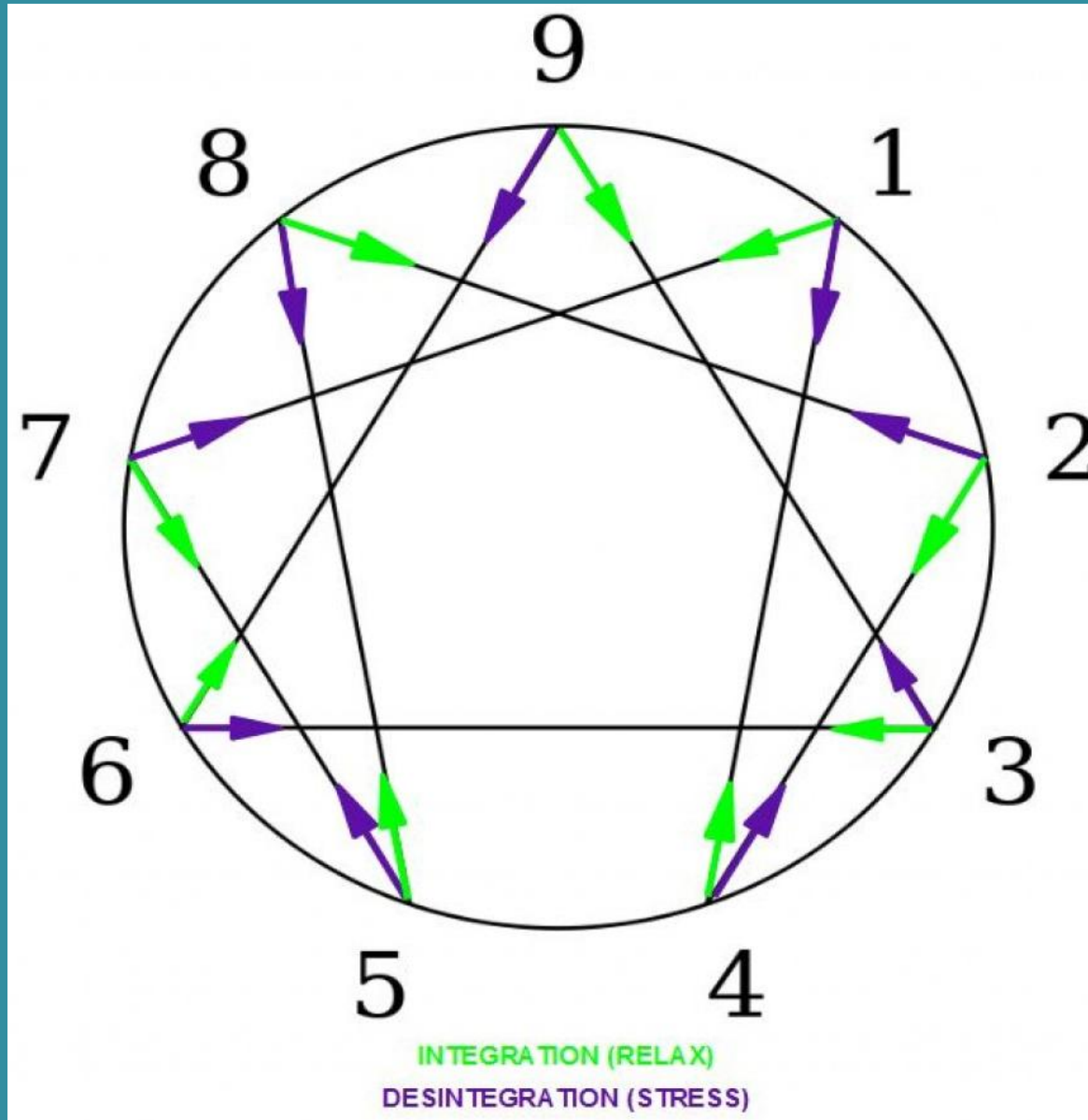
<https://www.yourenneagramcoach.com/dont-know-your-type>

- * 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?



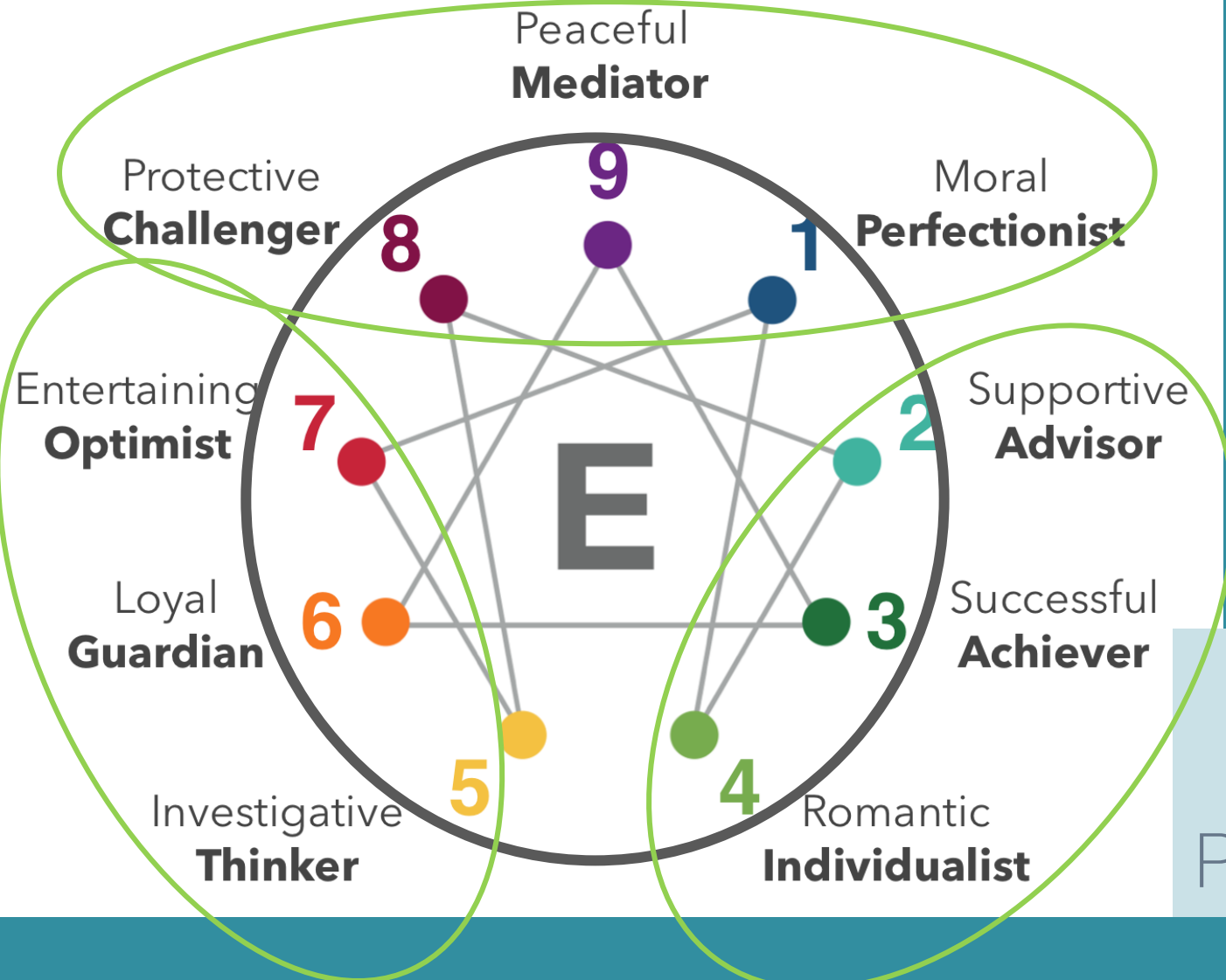
Positive/Negative Headspace



What's Your Number: Triads

Relating Body Anger

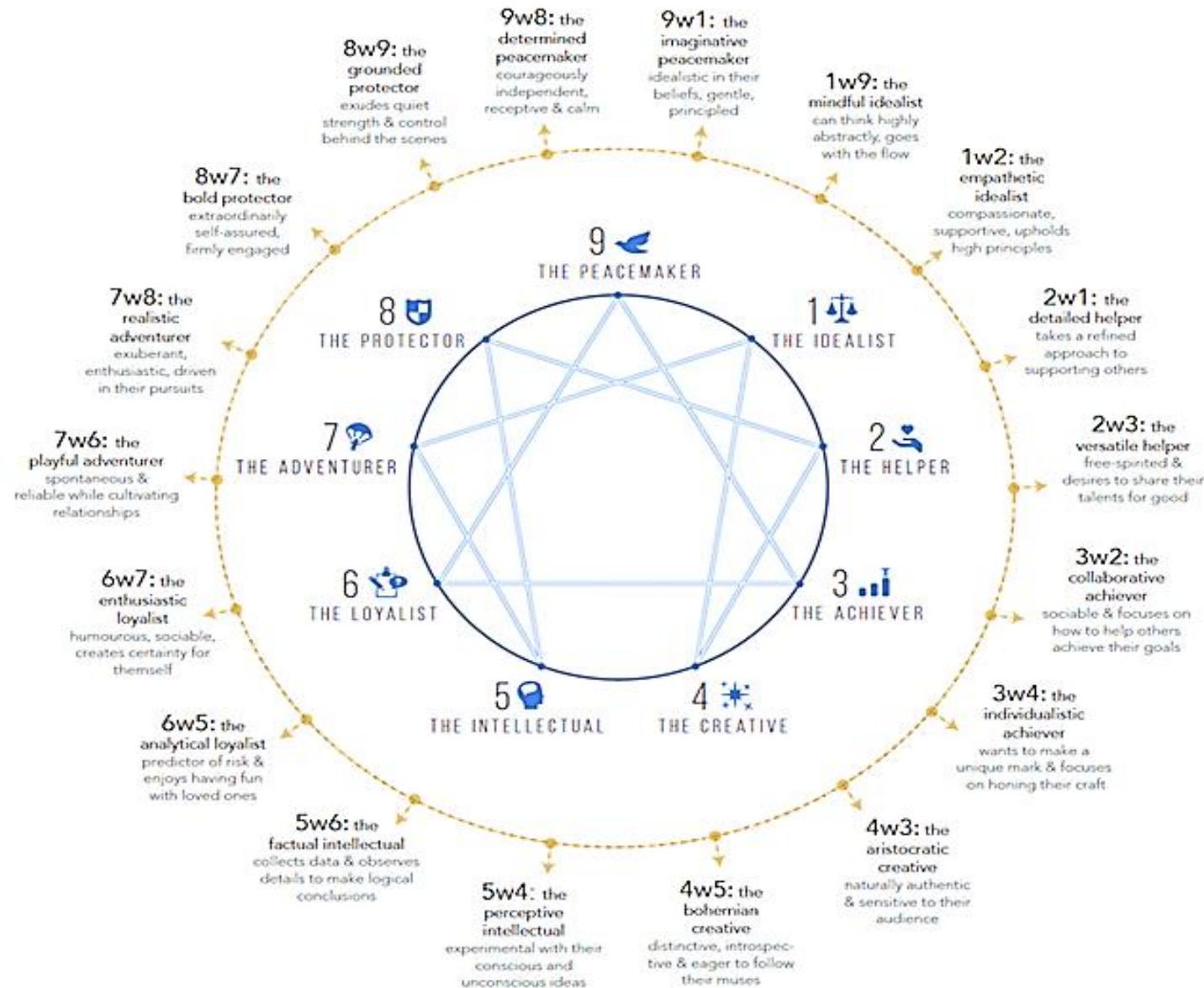
Motivator
Triad
Fatal Flaw



Doing
Head
Fear

Feeling
Heart
Pride/Shame

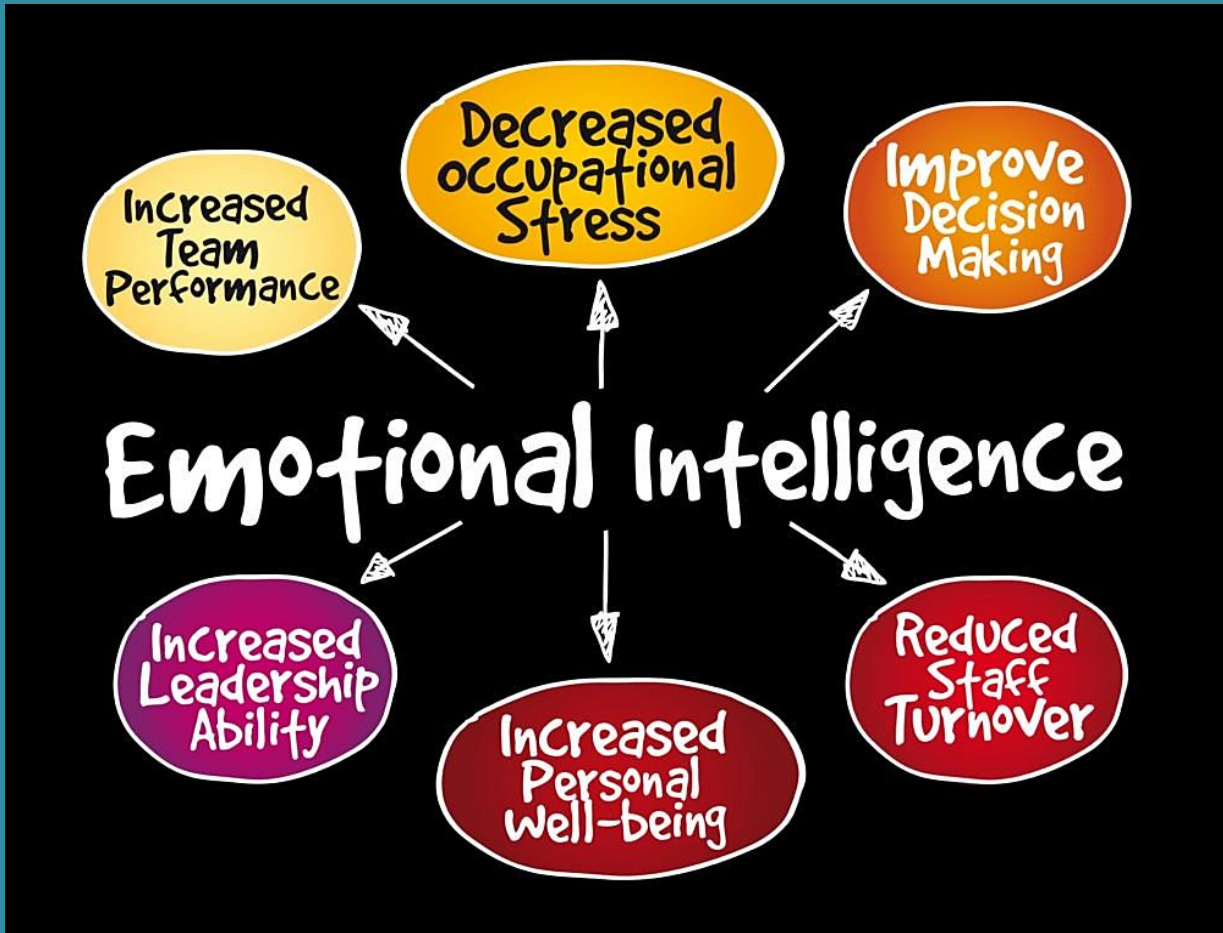
What's Your Number: Wings



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

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*

2: The Supportive Advisor

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

3: The Successful Achiever

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

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)*

8: The Protective Challenger

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

7: The Entertaining Optimist

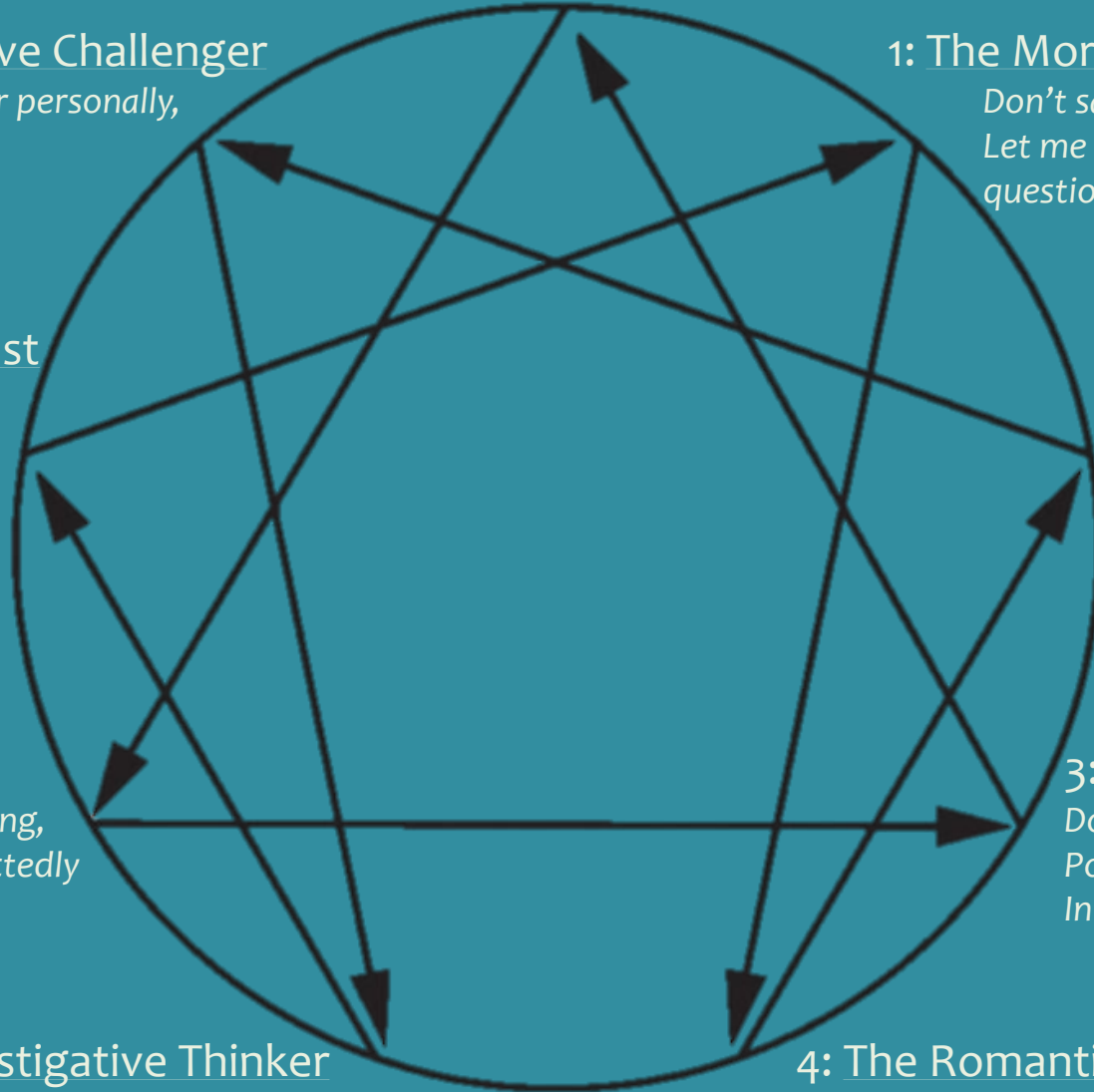
*Don't be clingy or needy,
Ask me to do tedious things or
Micromanage me*

6: The Loyal Guardian

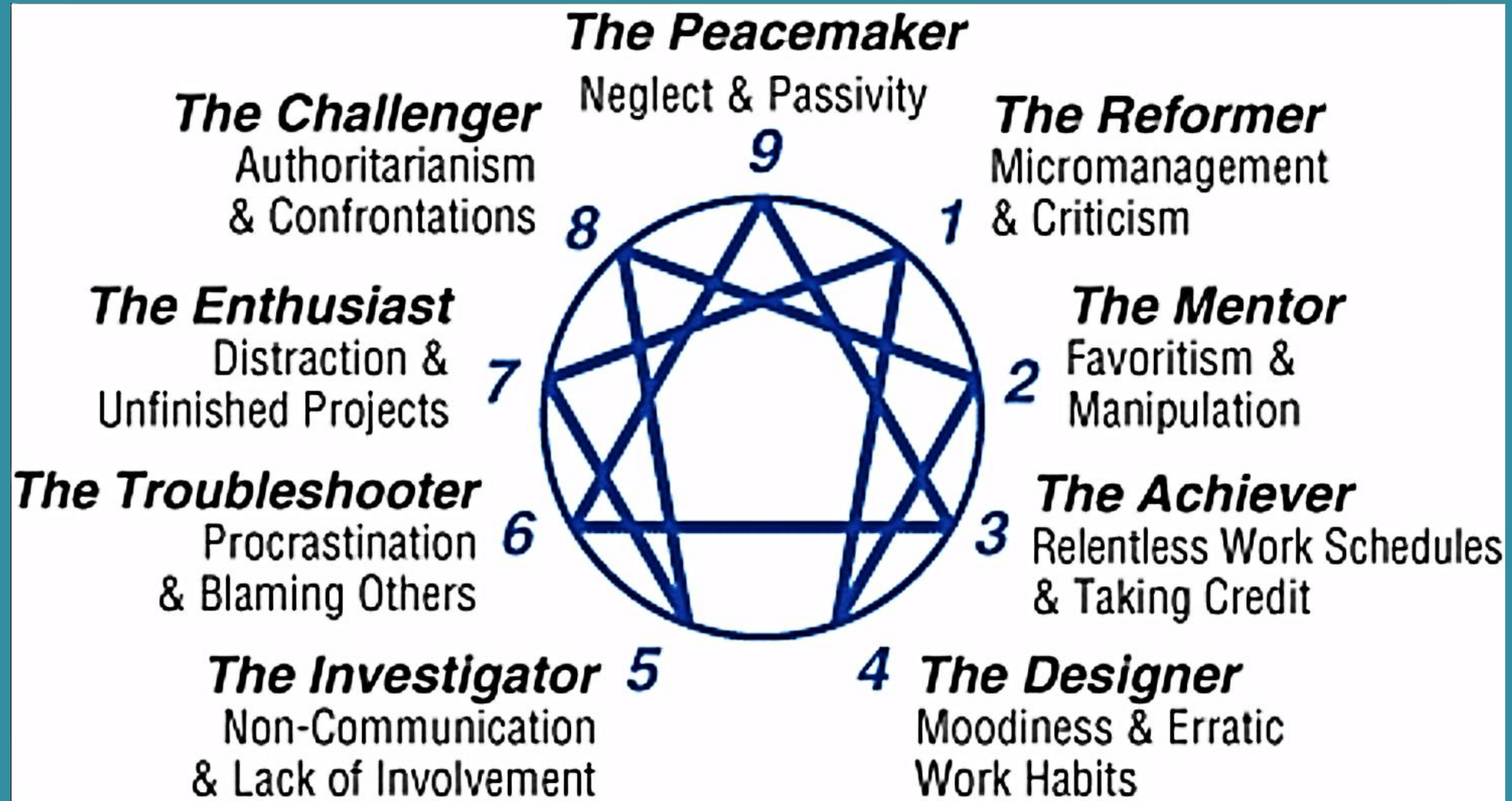
*Don't overreact I do something,
Change plans on me unexpectedly
Or Let me down*

5: The Investigative Thinker

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



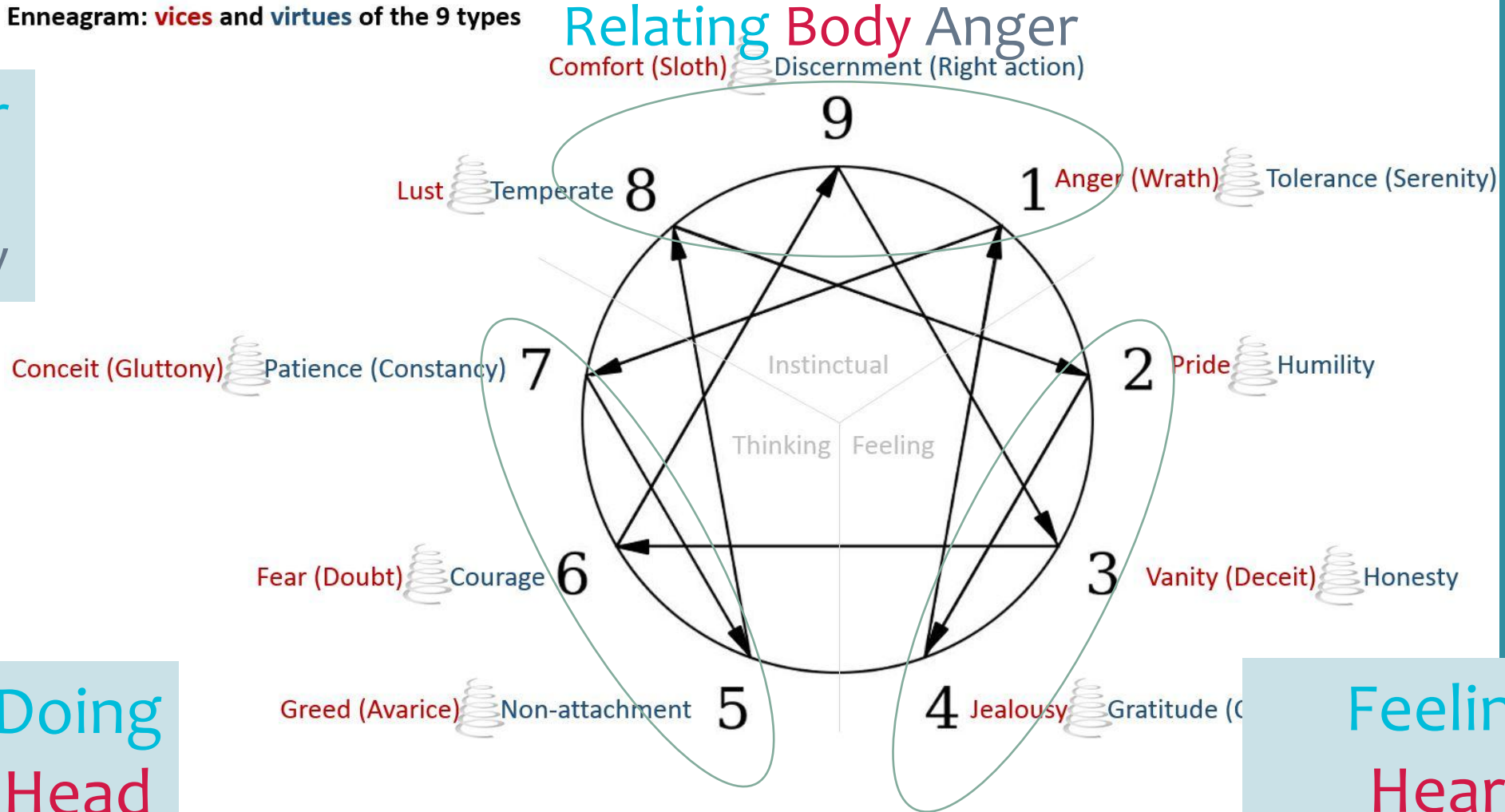
Vices: With Great Power comes Great Responsibility



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.

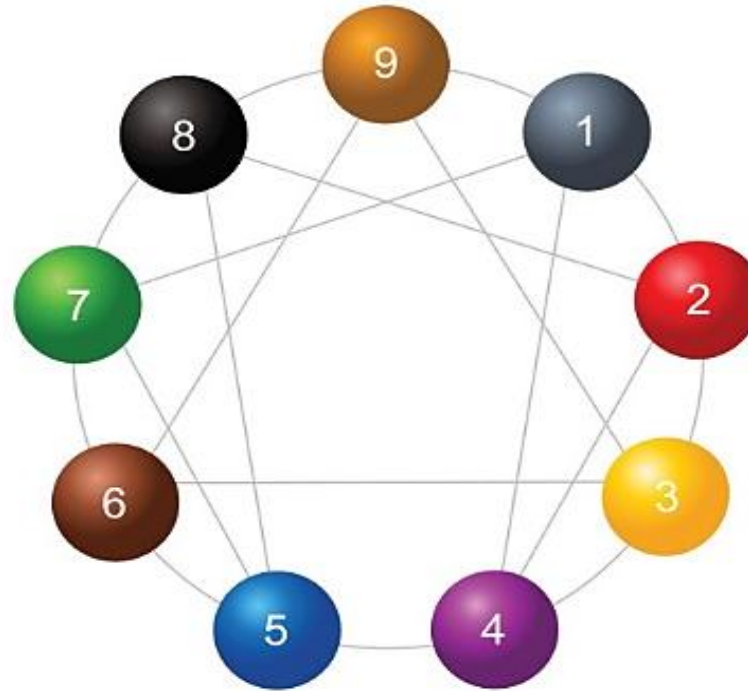
And many people have asked if there are correlations between this and other personality test... Let's dig in, shall we?

The Science Breakdown:

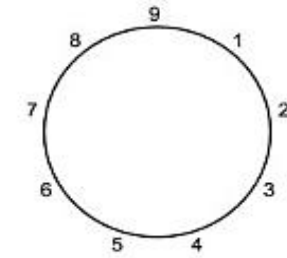
The word “Enneagram” comes from the Greek words *ennea* (“nine”) and *gram* (“something written or drawn”) and refers to the nine points on the Enneagram symbol.

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.

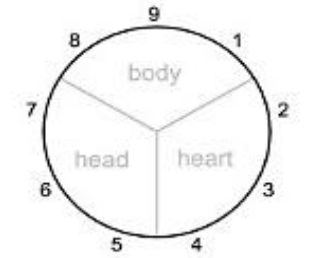
The Enneagram



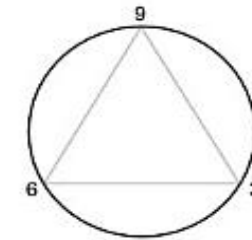
- | | | |
|------------|-----------------|--------------|
| 1 Reformer | 4 Individualist | 7 Enthusiast |
| 2 Helper | 5 Investigator | 8 Challenger |
| 3 Achiever | 6 Loyalist | 9 Peacemaker |



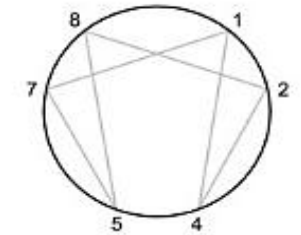
Unity



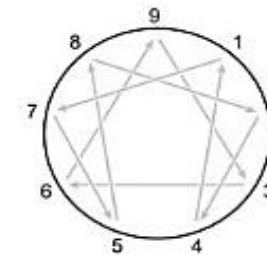
Centers of intelligence



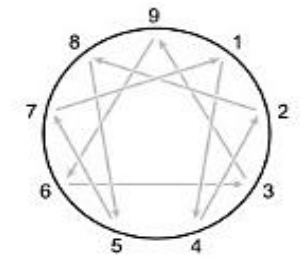
Law of three



Law of seven



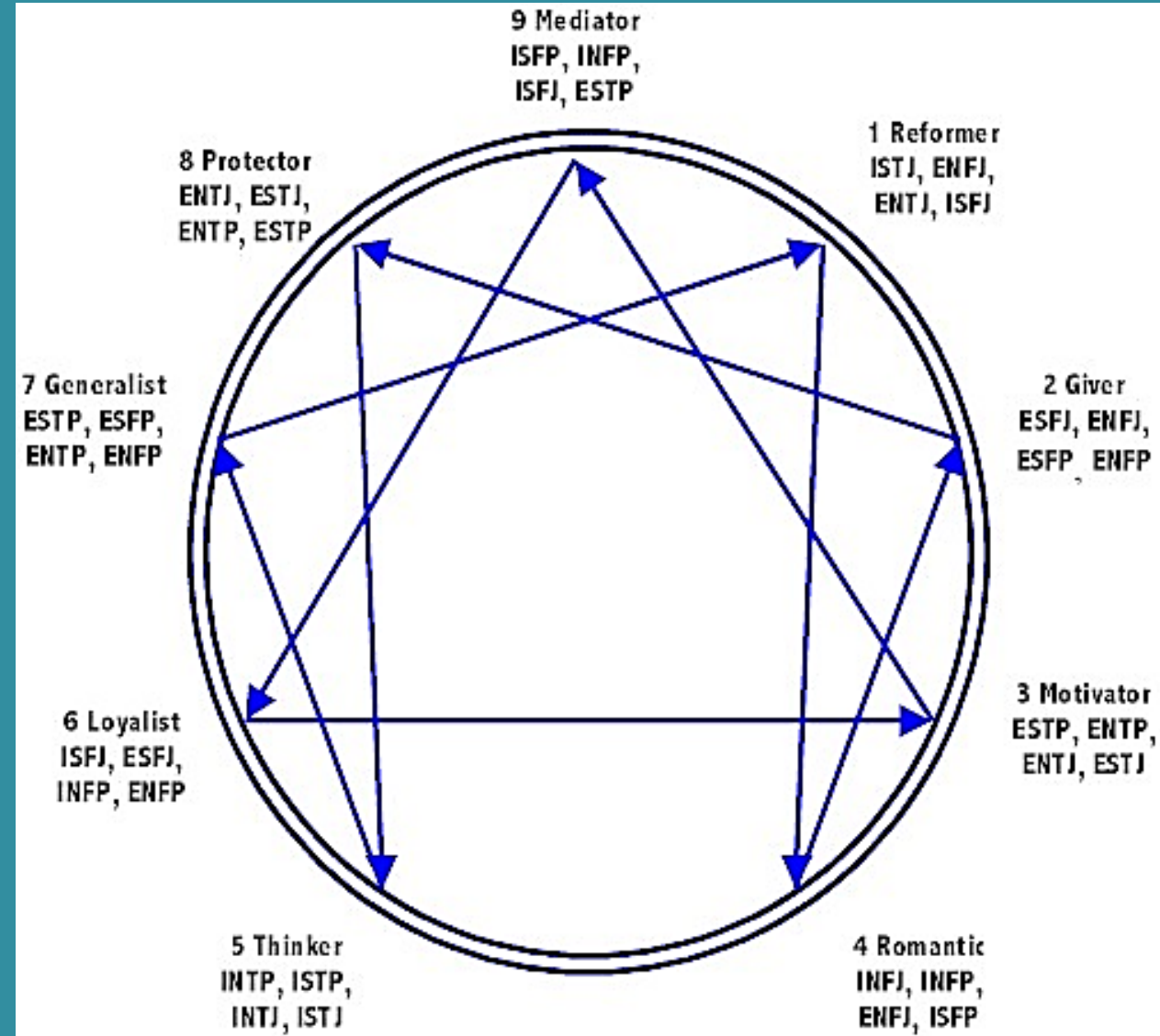
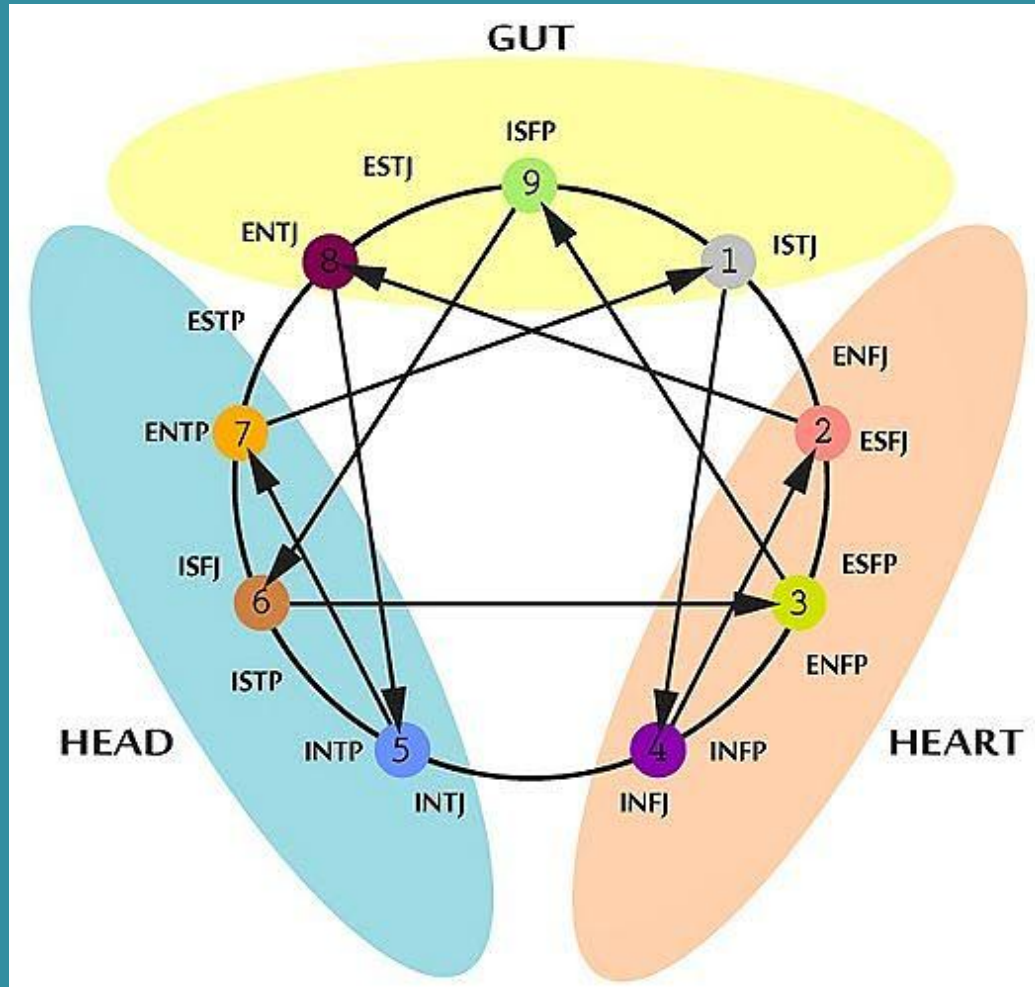
Integration



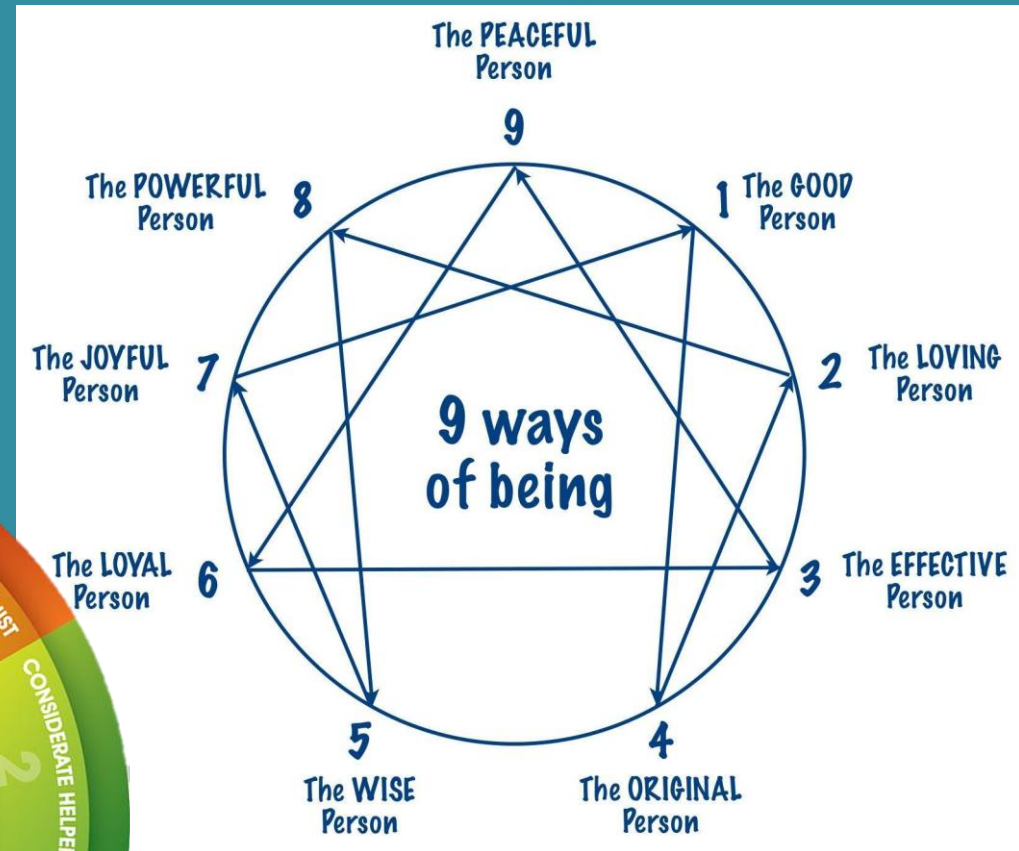
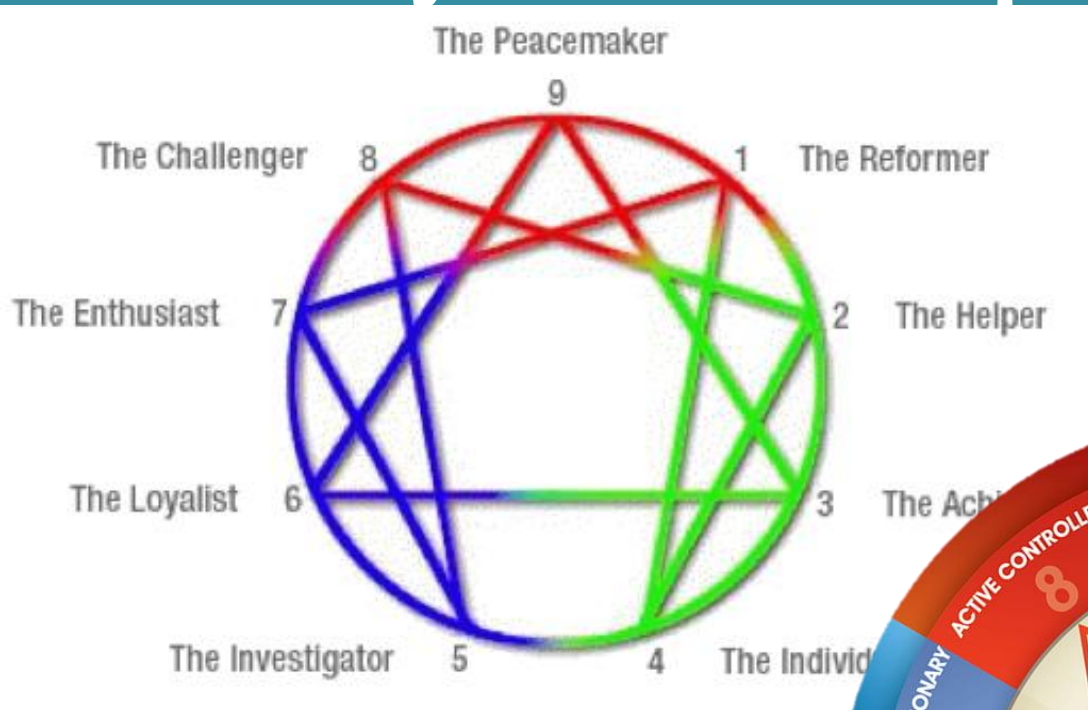
Disintegration

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

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**

PEOPLE 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

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**

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

- Analytical
- Reserved
- Precise
- Private
- Systematic

CONSCIENTIOUSNESS

- 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	IF, [en]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.theroadbacktoyou.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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 <https://www.wadeingthroughlife.com>