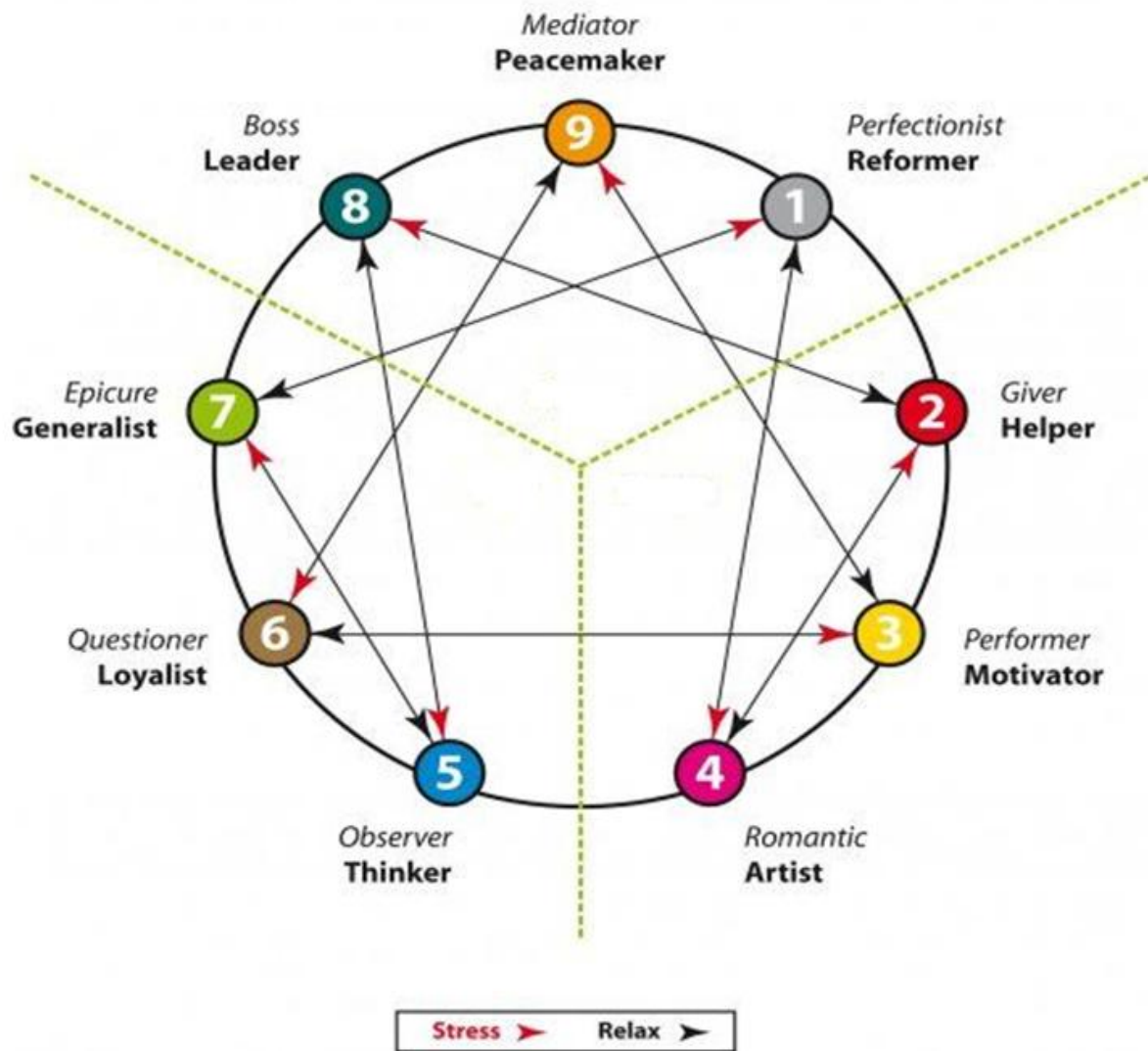


# THE ENNEAGRAM



## "The Enneagram Typology - Understanding and Working with Personality based Differences"

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IACP Forum, Seattle

## 1-The Perfectionist

- Honest, judgmental, objective, determined.
- Ability to manage and organize.
- Responsible.
- Pays attention to details, sometimes without seeing the overall picture.
- Resentment, intolerance, over criticism.
- Excessive ambition for perfection.
- Inner Fear - mistakes, "my flaws might be discovered".
- Law abiding, a person of principles and justice.
- Black and White. Right or wrong.
- Speech- preaching and teaching, accurate, critical, direct, anger-denial, besieged anger (can erupt) .

## 2-The Giver - Helper

- Core essence- To give, to protect and to help others, to be important for them, to feel needed and appreciated.
- Kindness, Selflessness, the joy of giving for the sake of giving.
- Suppression of feelings and self needs, the need for pleasing of others, their approval, thus causing depletion.
- Very communicative with different types of people.

- Emphasis on relationships, becoming close to people.
- High levels of emotion.
- Active and optimistic. Conflict avoider.
- Fear- not to be needed, not to be loved. Needs feedback.
- Sensitive to exploitation. Might be involved in "book keeping" , which can lead to aggression.
- Style of speech - advising, kind, with a smile, seductive, with concern for others, generous, includes compliments.

### 3 -The Performer

- Most important goal- to succeed, to advance, to contribute, to initiate. There are no limits to the ability to act and succeed. Thus exhausting one's own ability and pushing the ability of others.
- Their image is very important to them.
- Arrogance.
- Addiction to work, hold a busy schedule.
- Great at seeing the whole picture and promoting big projects - difficulty in descending into detail. Good performer.
- Loves to keep all options open.
- Active, responsive, assertive, competitive.

- Emphasis on results and success. Optimistic, adaptive.
- Fear from failure and from a sense of emptiness.
- Style of speech - Self promotion, assertive, fast, impatient for delays.

#### 4-The Romantic, Dramatic, Artistic

- Self-expressive, emotional, deep connection and understanding.
- Immersed in the search of self-meaning and the meaning of life.
- Emphasis on feelings and pain.
- Attribution of meaning to pain. Suffering as a means of elation.
- Creative. A developed aesthetic sense. Abstract expression using - shape, color, words and sounds.
- Important: being unique, authentic and original.
- Prone to melancholic moods and over dramatization of situations and nuances.
- Empathetic, deep, critical, holds a good understanding of feelings and processes, sensitive to what is missing.
- Gets close and pushes afar.
- Fear - loneliness, lack of love.
- Style of speech- Deep, meaningful, dramatic, tone may be melancholy, sometimes inaccurate and subjective.

## 5 - The Observer, Researcher, Thinker

- Gathers and accumulates a lot of knowledge.
- Knowledge is the key. Reliance on facts and details.
- Objective, rational, wise. Systemic thinking ability.
- Excessive resistance to emotion. Emotionally detached. Understates importance of emotion. Threatened by it.
- Closed character, isolated, lack of social involvement. Loves privacy, needs time with himself.
- Preference to working alone than on a team.
- Conservation of energy as a value.
- "What do they want from me?"
- Conflict avoider.
- Speech Style - Honest, precise, emphasis on content, bottom lines and not on communication. Formal, knowledgeable, profound.

## 6 - The Loyal Skeptical

- Creates personal and communal security by being loyal and dedicated to the community / group / person.
- Has a developed social conscience.
- Good organizer, responsible.
- Suspicious, cautious, anxious, concerned, fearful.

- Concerned about the future. Raises serious questions concerning risks as a way to mingle. Things might go wrong.
- Analytical.
- Indecisive, procrastinator.
- Loves teamwork. Sometimes finds it difficult to work under authority.
- Speech style - hesitant, can be offensive or apologetic.

## 7- The Epicure

- Rejoices life. Happy and content nature.
- Hedonistic. Seeks pleasure and excitement. Likes to charm. Has many ideas, optimistic, needs a variety of options.
- Has a deep connection with nature.
- Curious, loves renewal.
- Hyperactive, energetic.
- Fear to commit. Difficult to finish projects and look into detail.
- Escapes boredom and emotional pain. Difficult with coping with pain.
- Disregards unpleasant emotions. Repression of pain.
- Fear - limiting pleasure, emptiness.

- Style of speech - energetic, fast, uses humor, interesting stories, knowledge in many areas, rationalization, an overly optimistic description of things.

## 8 - The Boss, The Leader

- Courageous. Has emotional and physical strength. Leader, conqueror, dominant.
- Protects and supports people under his responsibility.
- Honest - upfront. What you see is what it is.
- Truth teller - sometimes perceived as tactless.
- Sees the world as a battlefield. No fear of conflicts. Feels comfortable with conflict and anger.
- Energetic, strong, direct, emphasis on strength, sincerity and truthfulness.
- Confrontational, aggressive.
- Determined. Black and white. "My way or the highway".
- Fear -to be perceived as weak / dependent /controlled.
- Speech style - direct, clear, forceful, determined.

## 9 - The Mediator, The Peacemaker

- Importance of peace, tranquility, harmony, security.
- Conscious, patient, accepting, nice, conflict avoider.
- Ability to identify with many people and situations. Merges with the ideas of others.
- Difficulty in decision making - in view of a broad perspective of opportunities. Can see many different perspectives and treat them as having the same value.
- The dimension of time is infinite.
- Great conflict facilitator. Excellent listener.
- Fear from the flooding of pain and unpleasant emotions and from recognizing painful reality.
- Speech style - not threatening, comfortable, open, may speak at length and specify a number of perspectives. The conversation can get out of focus.