

CONFRONTER BOSS PROTECTOR

LUST for life - I want it all and I want it now!

To take control

Innocence, vulnerability

No-one being in control

Direction and control

Conflict

Extroverted, self-confident, doer, decisive

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PEACEMAKER MEDIATOR

SLOTH lazy about meeting own needs and making self a priority

To be comfortable

Right action

Own discomfort

Consensus, "win/win"

Lack of decision-making

Agreeable, team player, blends in, complacent

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PERFECTIONIST REFORMER

ANGER self - for being wrong; others - for not trying hard

To be right

Forbearance, tolerance

Error

Ethics and standards

Rigidity

Principled, rational, unflappable, dedicated

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OPTIMIST EPICURE PLANNER

GLUTTONY "taste" everything, don't commit, avoid pain

To avoid pain and limits

Moderation and balance

Limits and constraints

Offering alternatives

Distraction

Multi-tasked, agile mind, spontaneous, charming

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LOYAL SCEPTIC TROUBLE-SHOOTER

FEAR can't trust, worst case scenario, covert messages

To be secure and certain

Faith and trust

Danger

Risk minimisation

Over cautiousness

Loyal, anxious, suspicious, challenging new ideas

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OBSERVER RESEARCHER SAGE

AVARICE shortage of everything, so must hoard, be self sufficient

To know

Non-attachment, generosity

Intrusion

Knowledge

Analysis paralysis

Rational, secretive, analysis, perceptive

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KEY: COMPULSION - VICE

COMPULSIVE NEED

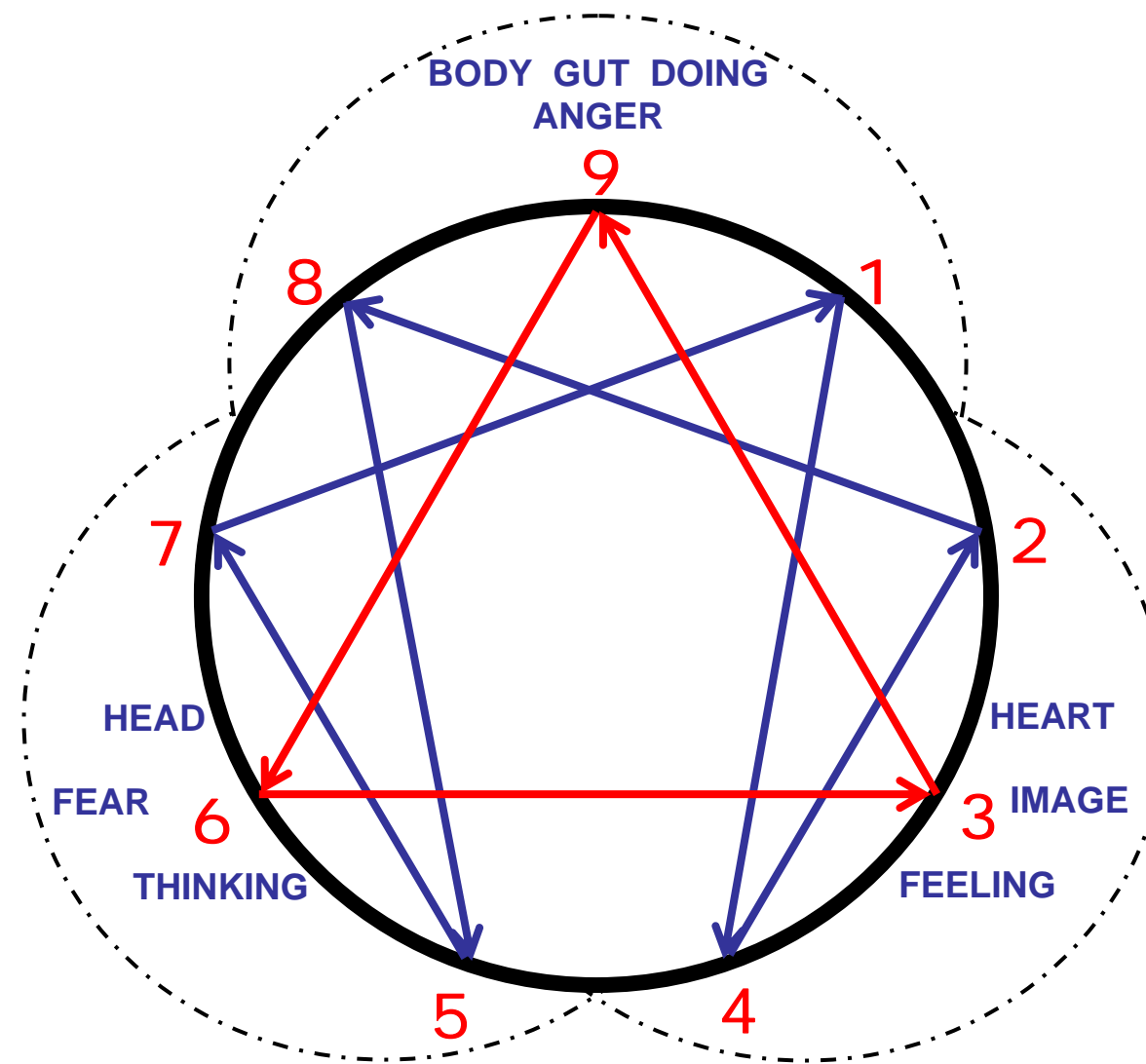
GOAL

HYPER-SENSITIVITY

POTENTIAL POSITIVE IMPACT

POTENTIAL NEGATIVE IMPACT

TYPICAL PRESENTATION



HELPER GIVER SUPPORTER

PRIDE that they don't have needs themselves, indispensable

To be needed

Humility, appropriate self-esteem

Other's unmet needs

Support

Avoiding tough decisions

Generous, helpful, focussed on others

2

ACHIEVER PERFORMER

DECEIT chameleon behaviour; don't know themselves

To succeed

Hope

Obstacles to their achievement

Achievement

Burnout, inappropriate competitiveness

Image conscious, successful, adaptable

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ROMANTIC ARTIST CONNOISSEUR

ENVY if only I was worthy, I could have others' happiness

To be special

Contentment with "now"

Ordinariness

Innovation and quality

Dissatisfaction

Flair, expressive, idealistic, self-absorbed

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THE ENNEAGRAM

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