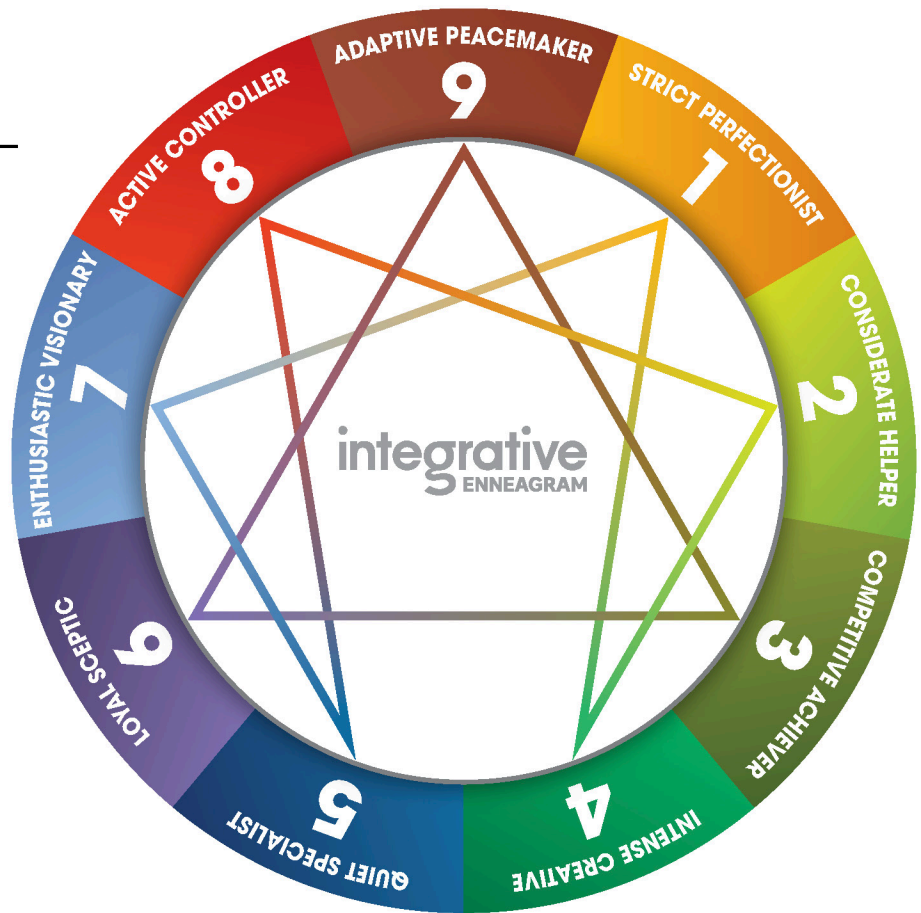


What is the Enneagram?

- Archetypal model of 9 Types used for personal development from open systems perspective – does not box people, rather measures where you resonate.
- Provides deeper insight into core motivations and fears driving behaviour, needs and interaction.
- Explores deeper layers of personality in understanding human nature and consciousness.



Behaviour



Personality



Defences



Motivations



Anxiety / Fear

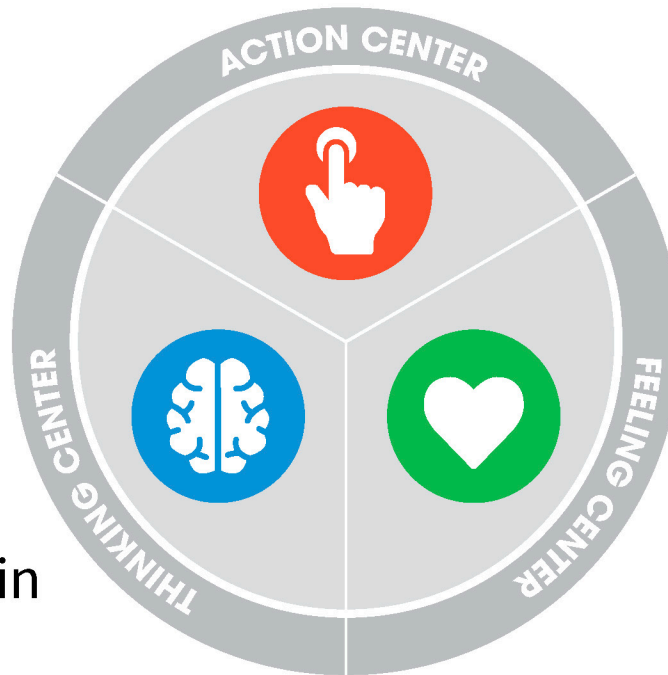


Centers of Intelligence

Action Center

Hot

Instinctual Center of brain
Doing language



Thinking Center

Cool

Prefrontal Cortex of brain
Cognitive language

Feeling Center

Warm

Limbic System of brain
Emotional language

Enneagram 8: Active Controller

- **Assertive**
- **Direct**
- **Decisive**
- **Self-assured**

You expand your influence by firmly taking charge of situations and by focusing on results and not holding back.

Key motivations: Being strong and in control, avoiding weakness and vulnerability, making things happen, making decisions.



I must be strong. I must be in control.

Enneagram 9: Adaptive Peacemaker

- **Easy-going**
- **Non-aggressive**
- **Accommodating**
- **Patient**

Patently working to create a harmonious environment, you go with the flow while being aware of others.

Key motivations: Promoting harmony and peace, getting input from others, creating comfort and routines, avoiding conflict.



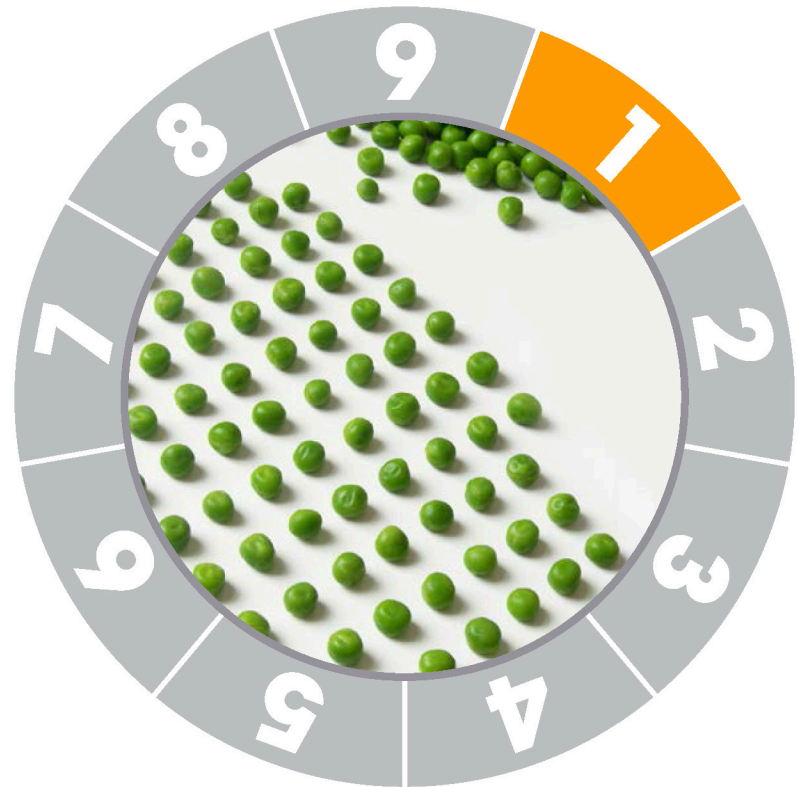
I must create harmony. I must avoid conflict.

Enneagram 1: Strict Perfectionist

- **Conscientious**
- **Perfectionist**
- **Critical**
- **Controlled**

Strong sense of “right” and “wrong”, believing that things are not worth doing if not done correctly.

Key motivations: Doing the right thing, avoiding mistakes and working towards self-improvement and self-control.



I must be perfect. I must not make mistakes.

Enneagram 2: Considerate Helper

- **Caring**
- **Generous**
- **Friendly**
- **Warm-hearted**

Self-worth invested in ability to be supportive and reliably available to people close to you.

Key motivations: Being helpful and dependable, providing for the needs of others, anticipating people's needs.



I must be helpful. I must be there for others.

Enneagram 3: Competitive Achiever

- **Ambitious**
- **Focused**
- **Adaptable**
- **Shrewd**

Your action-orientation and ambition combine to push you towards getting things done and achieving success in life.

Key motivations: Achieving goals, presenting image that supports what success means to you, being productive, performance.



I must be successful. I must be productive.

Enneagram 4: Intense Creative

- Creative
- Intense
- Emotional
- Expressive

Deep connection to emotions with a desire to live a meaningful, authentic life of self-expression.

Key motivations: Being authentic and expressing individuality, being attuned and true to your emotions, making a difference.



I must be authentic. I must go deep.

Enneagram 5: Quiet Specialist

- Private
- Cerebral
- Detached
- Curious

In trying to objectively understand the world you explore concepts and acquire in-depth knowledge.

Key motivations: Making sense of the world, conserving resources, avoiding dependence, pursuit of knowledge.



I must understand it. I must conserve my resources.

Enneagram 6: Loyal Sceptic

- **Cautious**
- **Loyal**
- **Anxious**
- **Alert**

Very aware of threats and what can go wrong, you are careful about who you trust and work towards creating safety and stability.

Key motivations: Creating stability and safety, protecting yourself, avoiding threats and risk, being loyal and responsible.



I must be vigilant. I must be responsible.

Enneagram 7: Enthusiastic Visionary

- **Optimistic**
- **Spontaneous**
- **Keen**
- **Uninhibited**

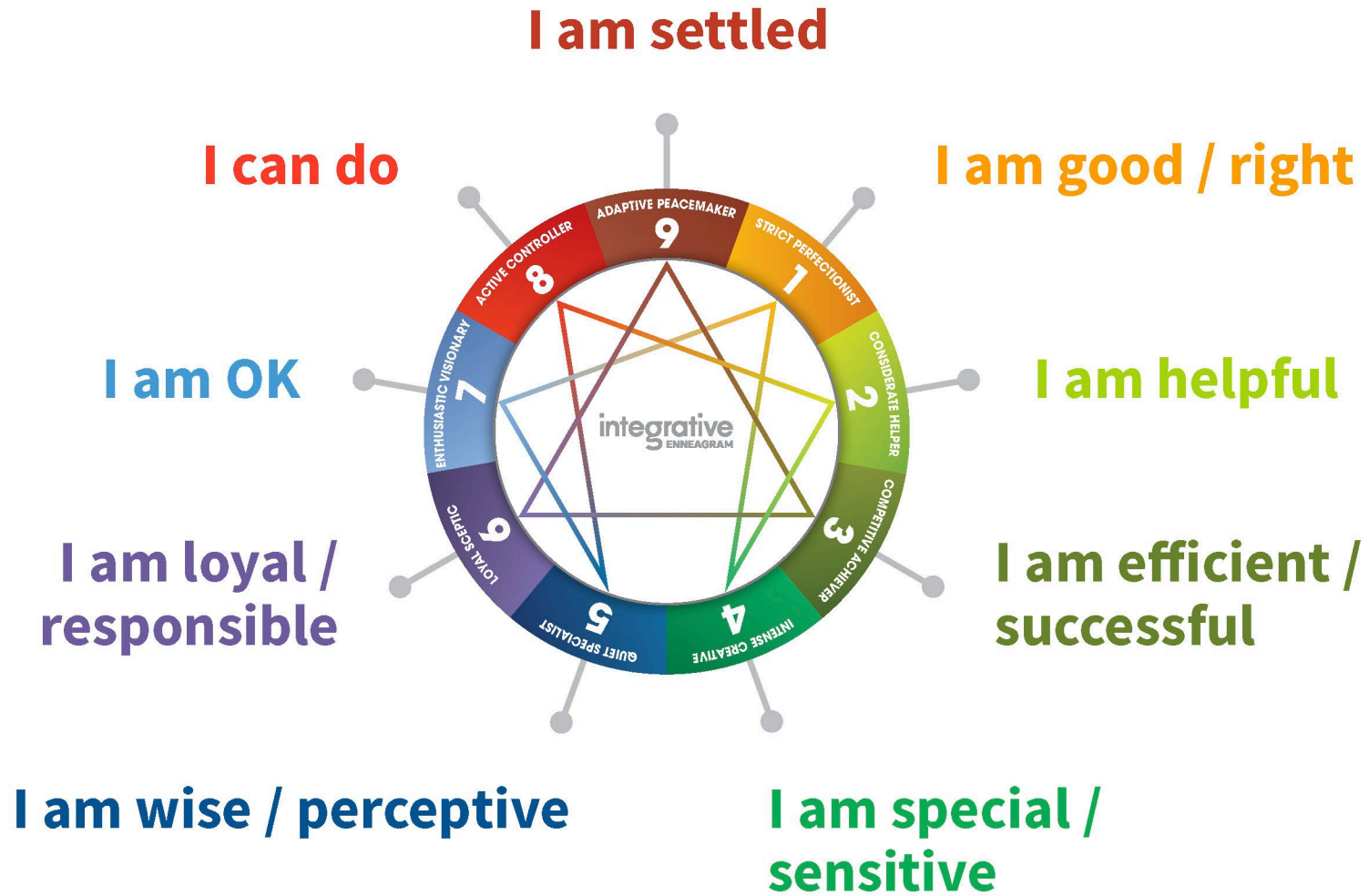
Actively seeking enjoyment and stimulation you are future-focused, active and positive in your approach to life.

Key motivations: Avoiding boredom and pain, experiencing the possibilities of life, pursuing interests and pleasure, freedom.



I deserve what I want. I must have freedom.

Idealised Image



Core Fears

**Being controlled
& Turmoil**

**Not being
good enough**

Being vulnerable

Being unloved

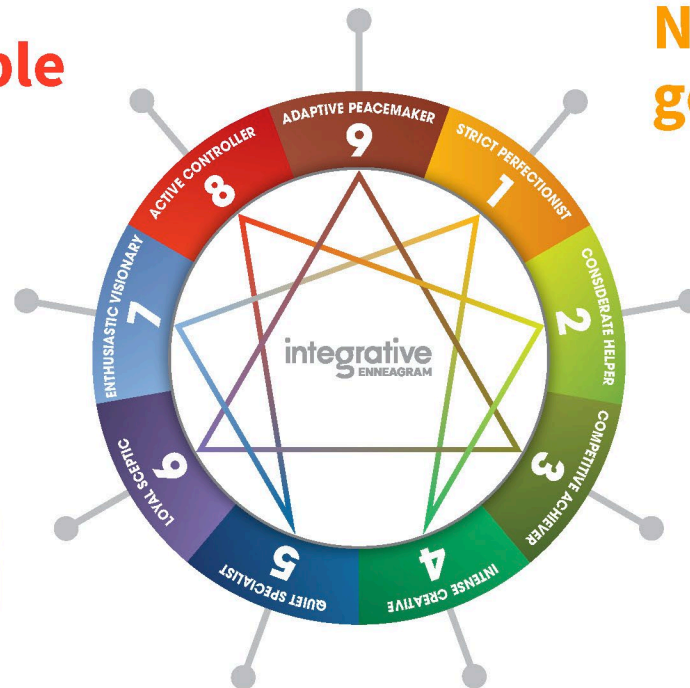
**Being insignificant
& useless**

Being without identity

**Being dependent,
exhausted**

**Being alone in a
threatening world**

**Being limited
& Pain**



Avoidance / Blind Spot

