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# Foreword

The enneagram is one of the most powerful tools in self discovery and personal development. The results from the enneagram is extremely accurate and tells the strengths, weaknesses, core motivations, moods, mannerisms and basically much about the person once his true type is discovered.

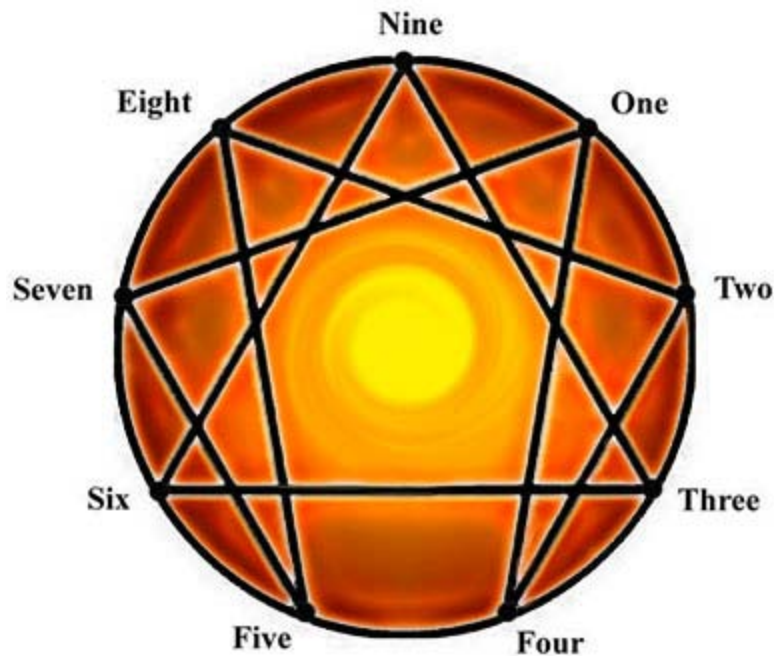
The first inception of the enneagram begun with George Ivanovich Gurdjieff – an Armenian mystic and spiritual teacher. His work on the enneagram is really profound because of the fact that the enneagram model has been known since ancient times but it was Gurdjieff research who made the model publicly known.

In the last decades, there is a profound shift in the way the enneagram is studied as it gained more prominence in the field of personal developmental studies through these two individuals – Oscar Ichazo and Claudio Naranjo.

Enneagram is synonymous with the number 9 as the enneagram has 9 points of references. Each of the points in the enneagram represents a unique and distinct personality type.

A person who has the traits of a type one (typically known as the reformer or perfectionist) may differ greatly from a person who is a type 4 (typically known as the artist or the individualist).

In depth study of the enneagram reveals profound self discovery and is really useful when it comes to handling businesses, conflict and many aspects of a relationship.



## ***Enneagram Essentials***

Explore The Power Of Enneagrams To Discover Your True Nature

# Chapter 1:

## *The Basics*

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# Synopsis

The best way to determine your enneagram type is by going to this website below:

<http://www.eclecticenergies.com/enneagram/test.php>

Your dominant type is the most important part of your being.



## **The Start Point**

What you need to do is to fill in the personality that you are – namely what you have been like over a period of time or most of the time.

The greatest mistake one can make while doing this test is to do it for the sake of doing it without examining themselves properly. This often leads to marred results and inaccurate findings. In order for this test to work properly, you have to make sure you answer everything honestly, without filtering the answers or by lying to yourself.

For example, one may be faced with a choice between assertiveness and shyness. Though one desires to be more assertive, you have to be truly honest with yourself about where you are most of your life and not pretend to be assertive or desire to be more – it doesn't work if you think into the future to determine who you want to be. You have to be where you are right now – that is your true nature.

Once you determine who you are, there is a computer generated result which will reveal to you 3 things:

- Your dominant type
- Your wing
- Your instinctual sub-type

Record these down as well as the 2nd and 3rd results of the test. Often times, the script will generate a set of results that is most likely your personality. Be sure to examine the results of the 2nd and 3rd

probability as it is important for you to consider all the possibilities especially when all the results are really close to one another.

If you are a type 5 (investigator/observer), it means that you are born into that type. You have been that type all your life and it doesn't change.

Now one may content that one experiences growth throughout their lives, this doesn't mean that your type shifts, it means that you have grown from a new or unhealthy type into a more healthy type. Remember that no one type is better than the other – it just means that you are growing from one health level to another.

Each type has it's on sets of strength and weaknesses that follows that person throughout his or her life.

For every type, there is a set of core motivations that associate itself with that type. This can be summarized into the following:

- Ego Fixation
- Holy Idea
- Basic Fear
- Core Desire
- Biggest Temptation
- Greatest Vice
- Virtue



Remember that each and every individual is completely different. 2 people of the same dominant type may look and function different outwardly, but their basic core desire is still the same.



# Chapter 2:

## *Wings and Instinctual Sub Types*

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### **Synopsis**

A person's basic dominant type is often modified or highly influenced to some degree by its neighbors. This theory manifests itself as a certain 'wing'.

There is a theory that also influences the enneagram types greatly besides the wings – it is the instinctual sub-types.



## **Offshoots**

- If you are a type 2, you may have a wing of type 1 or type 3.
- This can be summarized as a 2 with wing 1 or a 2 with wing 3.
- If you are a type 9, you may have a wing of type 1 or type 8.
- This can be summarized as a 9 with wing 1 or a 9 with wing 8.

A person who is strongly influenced by one side manifests only one of the wings. A person who is strongly influenced by both sides (or none at all) is considered a person with balanced wings or 'no wings' (meaning that they are a pure personality type of their dominant type without the influence of their neighbor).

No matter how strong a person's wing, it does not change the fundamental type of the dominant personality.

In other words, two people may have the following characteristics:

- 2 with wing 3 (Helper with Achiever Wing)
- 3 with wing 2 (Achiever with Helper Wing)

They both can still be really different with one another though they may share the common dominant type and wing.

A simple way to summarize this is that you will always have a chocolate flavored ice cream but it is completely different from an ice cream flavored chocolate – meaning the CORE type never changes and so do their primary functions.

The subtypes are typically manifestations of a person's instinct as they deal with the world.

The instinctual energies are expressed in such a way that each person who has the dominant type may manifest their instinctual energies in different ways.

The 3 instincts are:

- The self preservation variant
- The sexual or one-to-one variant
- The social variant

Self preservation types tend to focus more on their personal safety, their well being, natural resources, their nest egg, health and are generally more reserved compared to the sexual or social variant.

Sexual types tend to focus strongly on the chemistry or the connection between one individual and another. They are not necessarily driven by sex drives but more as a way of expressing their relationships through intimacy or deep emotional connection. Unlike the social sub-type, they prefer to have a few very close friends or a strong intimate relationship.

Social types on the other hand are not that fixated on primary intimacy. They function well in groups and are leaning more towards many personal connections rather than intensity or intimacy.

There is a theory that when a child is born, they need to feel safe, secure and well fed. Failure to meet this need throughout one's childhood leads to a person developing a self preservation variant which is mostly fixated on their own survival.

If a child's physical and safety needs are met but emotional connection is absent, a person might grow up to become a sexual variant as they long and seek intimacy with others which often times is absent when growing up with one or both parents.

If both needs are well met, they become healthy social types.

There may be exceptions to this rule of upbringing but it is often a recurring pattern among subtypes.



# Chapter 3:

## *Points of Integration and Disintegration and Harmonic Groups*

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### Synopsis

One of the interesting aspects about the dominant type is that it often shifts around the enneagram when they are totally relaxed or when they are under stress.

These points are sometimes called security or stress points or known as integration and disintegration points.

There are 3 noticeable patterns for all the 9 types in the enneagram. Each of these types share common characteristics in their group when they do not get what they want (or have unfulfilled needs and react under stress).



## **More In Depth**

These points are sometimes called security or stress points or known as integration and disintegration points.

Your core personality will shift around yielding different results from a person depending on the health level they are under.

Here is a summary of the stress and security points:

- Type one move to four when under stress and seven when relaxed.
- Type two move to eight when under stress and four when relaxed.
- Type three move to nine when under stress and six when relaxed.
- Type four move to two when under stress and one when relaxed.
- Type five move to seven when under stress and eight when relaxed.
- Type six move to three when under stress and nine when relaxed.
- Type seven move to one when under stress and five when relaxed.
- Type eight move to five when under stress and two when relaxed.

- Type nine move to six when under stress and three when relaxed.

It is said that stress points often create negative results but security points yield positive results. This may be true most of the time but it also depends on the person's ability to handle stress and the ability to remain grounded when they are lost in relaxation.

The three harmonic groups are:

- Positive outlook group
- Competency group
- Emotional realness group

The positive outlook group consists of the types two, seven and nine. They typically have difficulty balancing their needs versus the needs of others. They also have difficulty acknowledging the painful process of growth and perturbation.

The competency group consists of the types one, three and five. They typically deny feelings as they feel that they often get in the way of their competency when dealing with tasks. They also relate to rules in their own unique distinct way.

The emotional realness group consists of the types four, six and eight. They are all emotionally expressive and vent their feelings to others all the time. They also expect others to 'mirror' their emotions. When



they have unresolved emotions, they will harbor many grudges or have unresolved feelings. Once they address their emotions first, things usually blow over quickly and they are more forgiving once these are resolved.



# Chapter 4:

## *The Centers*

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# Synopsis

Along with the harmonic groups, there are also three groups of threes that share similar core motivations or the area where they operate from.



## **What Comes About**

These three manifest in the form of:

- Intelligence center (or head type)
- Gut center (or belly type)
- Feelings center (or heart type)

The head center or "mental triad" consists of Enneagram types 5, 6, and 7.

The heart center or "heart triad" consists of Enneagram types 2, 3, and 4.

The gut center or the "instinctive triad" consists of Enneagram types 8, 9, and 1.

This means that while a person will always have thinking, feeling and gut instincts, the primary center of a person's type determines where they will start operating from most of the time.

(e.g. a type 4 individualist will mostly think from his feelings or his heart most of the time)

The head center's dominant negative fixation is on fear and anxiety.

The heart center's dominant negative fixation is on shame and fear of humiliation.

The gut center typically struggles with anger (whether they are repressed, expressed or suppressed).

# Chapter 5:

## *Type 1 and 2 Characteristics*

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### **Synopsis**

The type ones are the strong perfectionists whether relating to self, home or society. Their constant desire is to improve things, make things better because things always never seem good enough to them. Their attention to detail is impeccable – often finding fault and fixing even the smallest things.

Helpers live to help others as far as their self worth is concerned. As long as they feel that they are in contribution to others, they feel they are worthy. They are typically selfless people and they believe that giving to others is their highest calling as they feel that love is the most important emotion in the world.



## **Type 1 Characteristics - Perfectionist, Reformer, Judge, Crusader or Critic**

Highly principled and never compromising, they live by the book and follow all the rules or their code of conduct – they even expect others to do so as well. They also tend to be ambitious and to a point, like a workaholic. These people are truly serious people whose pursuit for perfection is often a blessing and a vice to people around them – especially when their primary fixation of resentment is manifested. It's no surprise that their holy idea is perfection. They are completely relentless at doing the thing right (sometimes at the expense of doing the right thing).

Their greatest fear is to succumb to the corruptness or evil desires of imperfection. Cutting corners or taking the unethical way out is really painful to them.

They desire goodness, integrity and balance – because they often believe that being the good boy or good girl is the best way to go. Their biggest temptation is hypocrisy and hypercriticism. Because humans are imperfect beings, the constant pressure on perfection will lead them to manifest their hypocrisy as they cannot live to the high, lofty standards that they set for themselves and others. They are also extremely nit-picky because their greatest fear of being disappointed in others lead them to find fault with people's character.

Their greatest vice is anger and they express it by repressing it (convinced that the good boy or good girl never gets angry as it is 'improper'). Often, this catches them at the worst times and it leads to outbursts of extreme criticisms.

However, the type ones are at their best when they learn to accept the imperfections of themselves and others in order to take the right action.

Type ones with a wing of nine are often more peace loving with a subtle detached attitude while ones with a wing of two are generally warmer and has humanistic tendencies and sometimes extremely self-righteous tendencies.

### **Type 2 Characteristics - Giver, Caretaker, Helper, Nurturer, Advisor or Manipulator**

These are the warmest, most helpful people around who will never forget your birthday (or feel really guilty when they do so...) and will go the extra mile to help one in need. An extrovert in nature, they work hard to relate and show love to all their friends and family. They live for appreciation and often fall into the trap of tending to the needs of others at the neglect of their own which often causes a problem. They are also highly manipulative especially when their primary fixation of flattery is manifested.

A helper's their holy idea is freedom. They love to express their love, care, feelings and emotions openly and happily with other people.

Their greatest fear is that they are not worthy of the love of others. Their greatest difficulty is in defining their own needs because they tend to define their self worth through the eyes of others. If people think of them as a special friend, they will feel special – otherwise they will not have their own self worth.

They desire unconditional love which is often a two way thing. They like to give unconditional love and often expect unconditional love leading to doing things for others with strings attached.

Their biggest temptation is in being overtly or subtly manipulative. Because they are often doing it 'for their own good' it can sometimes lead to harm instead of goodness – hence the proverb, "The road to hell is paved with good intentions". In other words, the pursuit of 'helping' others can lead to detrimental results if the wrong action is taken.

Their greatest vice is vainglory because they often like being in the midst of praise of others (telling them how good they are for being so 'helpful').

However, the type ones are at their best when they learn to become truly altruistic – giving without conditions, loving unconditionally and sacrificing themselves for the greater good.

Types twos with a wing of one are often highly principled, putting ethics before pride while twos with a wing of three are sociable, charming and heartfelt but susceptible to a double dose of vanity.





# **Chapter 6:**

## ***Type 3 and 4 Characteristics***

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### **Synopsis**

Achievers are top performers who live for the validation of others. They love the lime light and they will do whatever it takes to attain success, wealth, fame, or anything that will get the attention of their community. They are the types that are hardworking, competitive, striving and loves high performance challenges and rewards such as top sales, best division or even the highest score in a video game.

Themed the one-of-a-kinds, the individualist is a person who thrives as being completely unique to the rest of humanity. They are very self-conscious about their individuality and are beings of boundless creativity because they are different from others. They hate the mundane, routine and anything that is common. Deep thinkers and analyzers, they are the philosophers of life and they have a strong interest in arts, even if they do not wind up to become artists.

### **Type 3 Characteristics - Performer, Motivator, Achiever, Producer or Status Seeker**

They are also extroverted, have high energy because of the way they present themselves, love their images of success and will never back down lest they be labeled as a 'loser'. Often the chameleon, they can sometimes appear 'fake' especially when their primary fixation of vanity and image worship is manifested. They have difficulty differentiating themselves from a human being versus a 'human doing'.

It's no surprise that their holy idea is hope. They are constantly undertaking new projects being driven by the need to achieve or 'get' something new. When one project is done, they hope to achieve something else in their new project.

Their greatest fear is worthlessness – the inability to be competent in situations.

They desire to be of value to others because they often define their self worth in terms of accolades and prestige.

Their biggest temptation is to try and please everybody. Because their lives are defined by the expectations of others, society, or the success driven culture, they tend to compromise who they truly are becoming robotic and emotionless in the process of their pursuit.

Their greatest vice is deceit. This deception does not mean that they are outright liars but it means that they are the person that will immerse themselves in the role they are playing to get a certain result. In other words, their 'human doing' side of them manifests so strongly that the actor becomes the role they are playing.

However, the type ones are at their best when they learn to be truly authentic and truthful to themselves – acknowledging their core desires and restoring their hope.

Types threes with a wing of two have a tendency to be extremely charming and helpful. They always want to seem like the perfect spouse, parent or friend. Type threes with a wing of four are generally less image conscious, can have illusions of grandiosity and desires more artistic results.

#### **Type 4 Characteristics - Individualist, Artist, Over-Analyzer, Mystic or Melodramatic Elitist**

They are aesthetically sensitive, excessively romantic and they love everything about self-expression, self-discovery or self-revelation... often sharing their great findings to others and giving a strong contribution to the world. They also manifest themselves as very moody and reserved people especially when their primary fixation of melancholy is manifested.

Their holy idea is seeking their true origin. They are the people who will not stop until they discover their true self – often driving deep into their emotions to learn more and more about themselves.

Their greatest fear is to appear common. They hate the mundane, the routine and the ordinary, preferring to be above the norm.

They desire uniqueness and authenticity. They will do anything to feel special, one of a kind and they desire authentic and real communication with others – often hating the façade of fakery.

Their biggest temptation is self-castigation and withdrawal. When they feel incomplete or doing something wrong, they tend to beat themselves up relentlessly and withdraw from the scary outside world.

Their greatest vice is envy as they are always constantly desiring what others have thinking that their lives are so perfect or complete (due to them thinking that they are never complete).

They are at their best when they learn the art of equanimity – by embracing the power of now and accepting the moment... enjoying every blissful moment of it.

Type fours with a wing of three are often more aristocratic form of elitism – the more extroverted of the individualist types while fours

with a wing of fives are more withdrawn, complex, researching and live in a private mythology of pain and loss.



# Chapter 7:

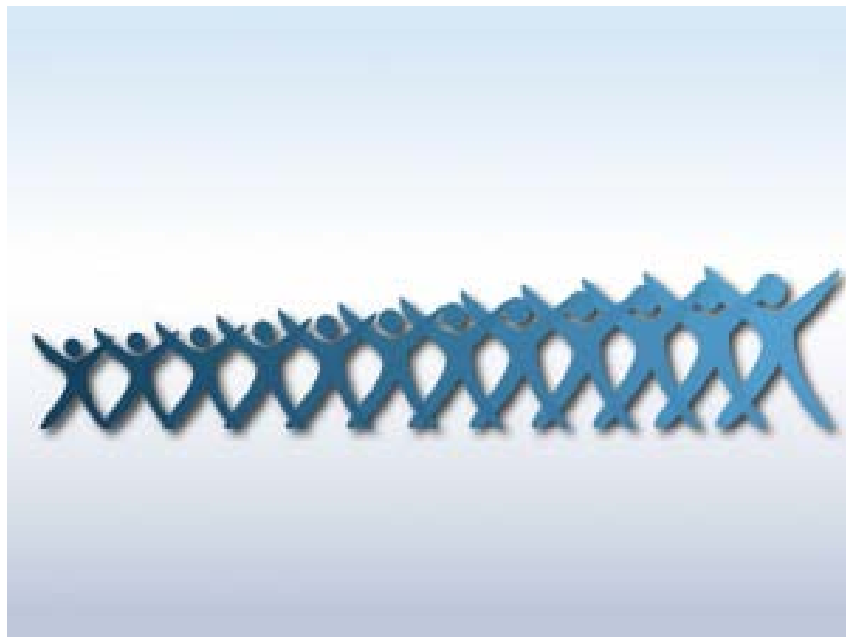
## *Type 5 and 6 Characteristics*

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### Synopsis

An investigator is an analyzer of information and the best course of action. They are also a type of thinker who likes to take a back seat, observe the situation, make all the analytical considerations for the best options and comes back after a full analysis of the situation is done.

A type six is a mixed bag of fear versus courage, loyalty versus skepticism and the guardian angel or the rebel. They are the person who is epitomized by the famous song “Stand by me”.



## **Type 5 Characteristics - Observer, Investigator, Thinker, Sage or Voyeur**

They typically do not share their emotional state with others as they hold back often finding security in their minds where they can withdraw and strategize, only to emerge later with full confidence! You can always count on them to give intelligent answers, and when they are interested in something, they tend to become really well read and knowledgeable in that area.

They are also a little shy but more independent (or reluctant to accept help) preferring to get things done on their own even when other people are more than willing to give help. They tend not to share anything much especially when their primary fixation of stinginess is manifested.

Their holy idea is Omniscience. They will not stop until they know and understand everything their finite minds can hold.

Their greatest fear is uselessness or helplessness. They, like the type threes also desire to be highly competent.

They desire to be competent in all tasks. Because they are the big brains of the group, they are often looked upon as the one with all the answers and the best course of action.

Their biggest temptation is over thinking. Because of their introverted, analytical nature, they tend to hold back, not taking action.

Their greatest vice is avarice – because of their desire to know and have everything coupled with their stingy nature, they often fall into this problem of wanting everything for themselves.

However, the type ones are at their best when they learn to detach themselves and live free.

Type fives with a wing of four and wings of six have one strong distinction – art and science. Wing fours combine intellectual and emotional imagination. Those with wings of sixes are technically competent and are very good at finding the distinctions in what's working and what's missing.

### **Type 6 Characteristics - Loyal Person, Devil's Advocate, Skeptic, Guardian or Rebel**

The day they build solid trust with someone, they will stick by them all the way until the end. They are a very unique type of people when it comes to trust because they tend to trust people almost as much as they distrust people at the same time. These people are always constantly looking for something or someone to believe in deeply – once the people they believe in have 'earned their trust', they will be loyal till death. They tend to react to fear in one or two ways



(especially when their primary fixation of cowardice is manifested) either by embracing the fear head on (counter-phobic six) or avoiding it at all costs (phobic six).

It's no surprise that their holy idea is faith. They always believe that in spite of their fears and uncertainties, something good always lie around the corner.

Their greatest fear is isolation and vulnerability. They can't live without a strong support system and they can't stand being abandoned.

They desire safety above all else. They are skeptics by nature and will question everything and test everything until it breaks but deep down inside, they wish to know that everything will be okay.

Their biggest temptation is suspiciousness which leads to them questioning motives and relationships can become very taxing.

Their greatest vice fear as they are generally fearful of many things and they relate their lives, their stresses and their motivations towards or away from their fears.

However, the type ones are at their best when they develop the courage to face their fears.

Type sixes with a wing of give are often more introverted and intellectual. They can become very strong critics. The other wings are the types that appear more overtly nervous. They can also falsely accuse others without realizing it. They are also more charming and sociable.



# Chapter 8:

## *Type 7 and 8 Characteristics*

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### **Synopsis**

The enthusiast is a natural born promoter - an exciting person to be around with. They are always constantly seeking excitement, pleasure and a way to distract them from the mundane everyday life. They are constantly living in a bright future – anticipating the fun and excitement that will come out of it and can't wait to get there, bring the fun and excitement with other people along.

A challenger doesn't want to be controlled by others – and don't argue with them about this! Highly autonomous by nature, they are the natural born leaders or protectors of the pact.



## **Type 7 Characteristics - Epicure, Entertainer, Optimist, Adventurer or Rationalizer**

They are creative, multi talented and open minded. They are also unbridled and deny any form of self-denial or delayed gratification. Natural born entertainers or seekers of entertainment, they often do not focus on one thing for long and moves on to the next most exciting thing. They especially love the spotlight being shined upon them. They can't sit still – especially when their primary fixation of incessant planning is manifested.

Their holy idea is work as they always must be doing something productive and creating new experiences.

Their greatest fear is boredom. They just can't sit still. They must be accomplishing something or experiencing something or they will die from boredom.

They desire strong experiences of life. They want to feel everything and do as much as they can.

Their biggest temptation is moving too fast. This is their nature that others find it very hard to keep up with. This may hold true when they are doing projects in teams.

Their greatest vice is gluttony. Because they want to experience so many things at once, they often bite off more than they can chew.

However, when they learn to slow down and be sober, they are at their best when they are calm and have an aura of stillness.

Type sevens with a wing of six are more responsible and faithful. They are also more vulnerable compared to other sevens. The other wing is the type that is more practical, narcissistic and aggressive – because they go all out in their pursuits.

### **Type 8 Characteristics - Leader, Solution Master, Maverick, Protector or Intimidator**

They consider themselves and only themselves to be the master of their own fate – having full autonomy to live their lives. Extremely tough minded people, they will keep on pushing themselves to great extremes in order to get the best results even if they are only challenging themselves.

Since their instincts are so strong, they often have strong physical appetites to get exactly whatever result they want out from life. They are also people who tend to be financially independent or capable. They don't like people to see them as a weak person. Don't get on their nerves – like the Hulk, you don't want to be around them when they are angry especially when their primary fixation of vengeance is manifested.

It's no surprise that their holy idea is truth seeking. They are the champions of what is right just like they are the defenders of the weak.

Their greatest fear is a loss of control. Control freaks by nature, they are truly afraid of not being in command.

They desire being autonomous and value their own protection above anything else. Territorial by nature, don't ever cross into their borders or shift them.

Their biggest temptation is self-sufficiency. They want to do everything by themselves often neglecting the leverage of a team. They don't realize that asking for help doesn't mean that a person is weak. On the contrary, only a strong person asks for the right kind of help and empowers others to succeed.

Their greatest vice is lust as they want lots and lots of things. Like a bulldozer, they will plow through things to get what they want and sometimes at the expense of others.

However, this type is at their best when they embrace magnanimity which means liberality in bestowing gifts; extremely liberal and generous of spirit.

Type eights with a wing of seven are often expansive and powerful. They can also appear like the cheerful maverick with a bravado that is less serious. The other wing manifests a preternatural calmness – slow to abrupt and less confronting compared to the 'pure' challenger.

# Chapter 9:

## *Type 9 Characteristics*

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### **Synopsis**

Peacemakers love being one with their environment enjoying the harmonious, peace loving nature with others and they will do whatever it takes to maintain it at all costs. Incredibly introverted, they often seen laid back, as though they are not fully present in whatever they are engaged in. They tend to be very optimistic in life believing that somehow, everything will work out in the end whatever may come. They make very warm and attentive friends.



## **Type 9 Characteristics - Peacemaker, Mediator, Naturalist, Accommodator or Abdicator**

Because they are afraid of conflict, they often are resistant to any forms of changes that will bring up these unpleasant feelings of tension. This often causes more problems by not addressing the issues rather than bringing up the feelings of conflict. They are less hesitant to express their anger outwardly compared to the challenger or the reformer. They tend to neglect their own personal growth especially when their primary fixation of indolence or self-forgetting is manifested.

Their holy idea is love. They feel the love and the peace of everything around them as they have a certain oneness with the environment and people.

Their greatest fear loss and annihilation.

They desire stability and peace of mind as conflicts and things that disturb their peace brings them a lot of stress mentally, emotionally and physically (the feeling in their gut).

Their biggest temptation is giving in. In an effort to avoid conflict, they will go out of the way to give in to the needs of others even at their own personal expense. This often leads to tons of resentment, hidden (suppressed) anger and other outbursts.



Their greatest vice is indifference. They may appear that they don't give a damn about anything else.

However, they are at their best when they are serene. They learn to accept things as they are and have the wisdom to know the difference. Type nines with a wing of eight are often modest and dynamic. They can make good leaders and can appear conflicting in nature. The other wing is a dreamer with high standards seeking peace and rightness in life.



# Wrapping Up

The Enneagram is a immense and profound scheme for learning about yourself and other people. Like any fundamental scheme, it takes a particular amount of work and time to master its subtleties and complexities.

Among the helpful things about the Enneagram, all the same, is that it begins paying off with valuable insights as soon as you begin looking into it. Because the Enneagram is so immense, the info in this book is helpful to pay attention to in order to enter into this composite body of knowledge.

