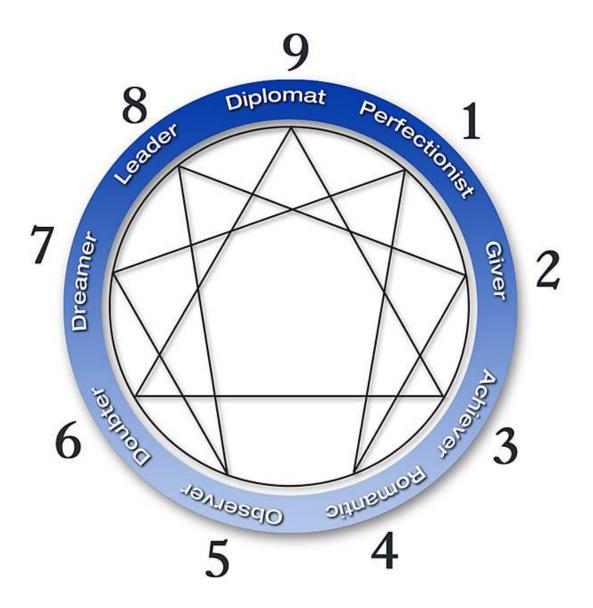
The Enneagram



An Introduction By Dr. Margaret Cochran © 2010, 2020 www.drcochran.com

Point One - The Perfectionist

Basic Philosophy: My way of feeling safe and achieving love in the world is through the pursuit of perfection, being right, being good and thinking critically. I like things to be just so. I have very high standards; I want to be the best! I want you to be your best too and so it is out of love for you that I will point out that you are 'doing it wrong'.

Characteristics: Ones want to do it perfectly, yesterday and without asking any questions. They are not necessarily neat freaks they just like things to be right and they have high standards for everyone. Ones are very competitive and they worry a lot. They love making details perfect. Ones have difficulty relaxing and they see things in terms of good, bad, right, wrong, black, white, etc. Ones sometimes feel guilty because they have not accomplished enough. Ones can hold their anger and resentments for a long time. They are very idealistic, have difficulty with spontaneity and are almost always on time. Ones are orderly, organized, fussy about spelling and grammar, see themselves as practical, reasonable, idealistic, valuing truth and justice and this run on sentence would really annoy a One because I did it wrong!

Assets: Ones are loyal, hardworking, helpful and dedicated. They are honest, self-reliant and have high standards. Ones are industrious and really strive for recognition of the beauty and perfection, in imperfection. Ones really work at following the rules and maintaining order. They are great organizers and straighten out all sorts of chaos. Ones have a strong sense of ethics. They can be the best and help others be their best too.

Liabilities: Ones have a hellacious internal critic that wreaks emotional havoc. Ones can be hypercritical, nit picking and damning. They often feel burdened with too much responsibility and get angry because they feel others do not work as hard as they do. Ones can obsess about what they should not or should do; Ones often feel 'shouldy'.

Body Center: Belly

Heart Point: Seven

Stress Point: Four

Wings: Nine & Two

Mottoes:

"You are doing it wrong."

" I am always perfectly right except when I am perfectly wrong."

Point Two - The Giver/Philanthropist

Basic Philosophy: My way of feeling safe and achieving love in the world is to give people what they want. I see my personal value as measured in what I can do for others. I am not always a good receiver and I have difficulty seeing the worth of my 'beingness' vs. my 'doingness'. I am helpful!

Characteristics: Twos are equipped with special radar that is acutely sensitive to what other people want and need and, they are helpful! They can be so externally focused however, that they lose themselves. Twos sometimes concentrate so much on giving that they can forget to take (which is a vital part of integrated helpfulness) and they become burned out, angry and cynical. Twos have trouble saying no, and if they manage it, they often then struggle with making it stick. Twos are quite loving, have an uncanny ability to know what others are feeling even before its spoken and, they are unbelievably helpful! Twos are able to uplift and inspire others with their focus on the positive aspects of situations. They can be somewhat dramatic, are often found to be attracted to the symbol of the heart, and they are really, incredibly, everlastingly, overwhelmingly helpful! Did this help you to understand?

Assets: Twos are generous, warm, caring and thoughtful. They are extremely sensitive to the thoughts, feelings and behaviors of others. They are fun loving and have a good sense of humor. Twos relate to others well and make friends easily. Twos are helpful, helpful!

Liabilities: Twos have trouble saying no and meaning it. There is often a problem with repression or denial of their own needs and feelings. This leads to anger, manipulation or a score keeping type of giving. Twos can be unsure of who the real me is. They can have an overemphasis on relationship and they can become ensnared in giving to get.

Body Center: Heart

Heart Point: Four

Stress Point: Eight

Wings: One & Three

Mottoes:

"You must be selfish to be selfless"

"May I help you? How may I help you? When may I help you? Now, may I now? Please, let me be helpful."

Point Three - The Achiever

Basic Philosophy: My way of feeling safe and achieving love in the world is to be goal oriented and present a successful image. To do well one must work hard, accomplish many tasks every day, bypass feelings wherever possible and look great while doing it!

Characteristics: Threes are efficient, busy, active, and they like to look good doing it! They probably will not take the time to read all this as they prefer bullet point memos or short faxes. If you find yourself only skimming these pages you may well be a three, and you probably look good doing it! Threes cut corners to get where they are going and they love lists. They like to check things off their lists and look good doing it! Truth be told, they sometimes add already completed tasks to their lists just so there is more to cross off - a job well done! Threes like to cut to the chase and look good doing it! They are optimistic, high energy, work overtime and look good doing it! Threes like financial security, illnesses don't stop them from working, they like to stand out and you guessed it, they look good doing it!

Assets: Threes are industrious, enthusiastic, hopeful, efficient, practical and they look nice most of the time. Threes present well and accomplish much. They are practical and dislike seeing jobs undone. Threes have a pretty good self-image. They like to provide well for their families. Threes can really motivate people.

Liabilities: Threes sometimes put on facades to impress others - it is exhausting! Sometimes threes can be vain, vindictive, overly competitive, deceptive and pretentious. They can also be self-absorbed, defensive and controlling.

Body Center: Heart

Heart Point: Six

Stress Point: Nine

Wings: Two & Four

Mottoes

"A stitch in time saves nine and be sure to look good doing it."

"S/he is making a list and checking (it off) twice and looking absolutely marvelous the whole time."

Point Four - The Romantic

Basic Philosophy: My way of feeling safe and achieving love in the world is to search for what is missing and what is unique and special. I cry a lot. I feel the depths and heights of life. I am very creative and often artistic. Most people are emotional in black and white; I am emotional in living Technicolor. I am adventurous, sensitive and I have 'angst' down to a science!

Characteristics: Fours are often preoccupied with looking for what is missing. They frequently feel that they are not understood and have a strong yearning to be special. Fours experience things intensely and can become overwhelmed by feelings (lots of crying, lots of laughing). Fours are very romantic, artistic and creative. They are passionate about what they do; fours are not middle of the road! Fours often long for what others have and can live in the past or the future rather than the present. They are idealistic and detest insincerity and a lack of integrity in others. Lest we forget, they have angst down to a science! Does this bring tears to your eyes or what?

Assets: Fours are warm and very supportive when others are in pain. They have a unique perspective on life. They are very creative and dramatic so they often support and/or participate in the arts. Fours are gentle, empathic, passionate and clever. They can transform any experience into something positive, wonderful and exciting. Fours are easily touched and yet can be emotionally strong.

Liabilities: Fours can be melodramatic and create crises where none exist. They often make themselves outsiders even in the most intimate of settings. Fours cry a lot and can become immobilized by sad feelings and basically, stop functioning. They are overly idealistic and tend to focus on what is wrong with themselves and others rather than what is right. Fours can be quite rebellious and defiant even about trivial matters. They love to control the feelings of others and are hypersensitive to criticism.

Body Center: Heart

Heart Point: One

Stress Point: Two

Wings: Three & Five

Mottoes:

" Praise the Lord and pass the tissues!"

"What is beauty, what is truth, when is lunch and is there chocolate?"

Point Five - The Observer

Basic Philosophy: My way of feeling safe and achieving love in the world is to prepare myself for the fact that it is a place of paucity and there might not be enough for me. Conversely, I might be asked to give too much and become depleted. The way to survive is to be private, self-sufficient and limit my needs and desires to the bare minimum. I like to be in the know, I am happiest that way.

Characteristics: Fives like to avoid conflict and strong feelings. They feel best when they know intellectually as much as they can about any person or situation they may be facing. Fives like to read up on things before they experience them; they are usually quite fond of maps. Fives do not want to look foolish! They like to avoid people and situations that may involve them in spontaneous or undignified activities; fives like to watch others having fun though. Fives spend a lot of time in their heads and struggle to put words to their feelings; they often need to think about their emotions before they can express them. Fives are frequently described by others as shy and quiet unless they know about something - and then look out! They enjoy unspoken communication and feel loved when you understand them intuitively. Fives adore secrets and keep them well.

Assets: Fives can be visionaries and observe things with extraordinary insight. They are innovative, perceptive and sensitive. Fives are kind and trustworthy. They are good problem solvers, are directed and have a strong sense of integrity. Fives generally do not get caught up in material acquisition.

Liabilities: Fives can seem aloof and disconnected when they go up into their heads to think. They have difficulty with self-expression and finding words to represent their thoughts and feelings can be a challenge. Fives can be stingy, intellectually arrogant, stubborn, negative and critical. They can also be withdrawn, reclusive, abrasive and distant.

Body Center: Head

Heart Point: Eight

Stress Point: Seven

Wings: Four & Six

Mottoes:

" To know me is to love me."

" Ignorance is not bliss, knowledge is!"

Point Six - The Doubter

Basic Philosophy: My way of achieving love and being safe in a scary world is to vigilantly scan the environment and to doubt everything and everybody. I believe that dutifulness and warmth will gain the good will of others. It does not hurt to tap their phones and run a security check on them either! Some people see me as suspicious, difficult and negative, but I am not. I just need time to consider every possible downside variable to protect myself and those I love from the hazards and dangers of life before they happen.

Characteristics: Sixes often question authority and they identify with underdogs. They avoid danger by not pushing themselves on others and they can be passive/aggressive. Sixes are quite sensitive to double messages. Sixes are questioners but they do not normally reveal much about themselves. They frequently experience criticism as an attack. Sixes like to be neat, orderly and have difficulty being vulnerable in intimate relationships. Sixes are always looking for what might go wrong! They are loyal, supportive and compassionate toward people and projects. They like to do new things s-l-o-w-l-y. Sixes love to follow rules, and to break them. They can have a good sense of humor and they can take things too seriously. Sixes can procrastinate and they can plunge headfirst into things, even dangerous things! Sixes can be phobic and counter-phobic. Sixes are both sides of any question!

Assets: Sixes are warm, playful, open, loyal, supportive, honest, fair and reliable. They are endearing, lovable, friendly and ingratiating. People often feel warm toward sixes and want to protect them.

Liabilities: Sixes can be ambivalent, passive/aggressive and openly phobic. They can magnify dangers, exaggerate harm and create opposition. Sixes can be very argumentative, rebellious and get into trouble with authority figures. It is hard for sixes to relax and have fun. They can get stuck on what they believe is hidden and miss what is going on in the moment.

Body Center: Head

Heart Point: Nine

Stress Point: Three

Wings: Five & Seven

Mottoes:

" It is not paranoia if they are really out to get you."

" Why are you asking me all these questions?"

Point Seven - The Dreamer

Basic Philosophy: My way of feeling safe and achieving love in the world is to be imaginative, enjoy the best of life and party whenever possible. I like to think and dream BIG, but I am not much on details. Please do not ask me how I am feeling every ten minutes; it's really a downer! I am here it have fun.

Characteristics: Sevens are loads of fun, they have it and they make it. Always invite at least one seven to every party and it will be a success. Sevens are at ease in groups and are generally optimistic and uninhibited. They are idealistic, want to contribute something to the world and, party whenever possible. They specialize in BIG thinking but they do no care much for details, preferring to leave that to Ones and Threes! Sevens are risk takers and like themselves. They enjoy good food, good wine, spending money and, they like to party whenever possible. Sevens can help chase away your blues. They value quick wittiness, let go of difficulties easily and they love to PARTY whenever possible. Sevens like a light touch in intimate relationships, they are often committed to remaining uncommitted. Was this fun for you?

Assets: Sevens are lighthearted, generous, outgoing, caring and fun. They are adventurous and can open the horizons of others. Sevens are enthusiastic, vivacious and joyful. They have the best stuff and the best time. Sevens like challenges and can think quickly.

Liabilities: Sevens can be self-centered, snobbish, distracted and ambivalent about everything. They can be fickle, greedy and spendthrift. Sevens can get lost in pleasure and fantasies. Sevens can have difficulty knowing where to stop, they can eat too much, spend too much, plan too much, party too much, etc...

Body Center: Head

Heart Point: Five

Stress Point: One

Wings: Eight & Six

Mottoes:

" Eat drink and be merry, for tomorrow we may have to commit ourselves to work or deal with details or some blasted thing!"

"PARTY, PARTY, PARTY!"

Point Eight - The Leader

Basic Philosophy: My way of feeling safe and achieving love in the world is to be powerful, strong and mask any signs of vulnerability. I am in charge! I am really quite sensitive, if you challenge my tough façade. If you are unable to stand up to my strength of will I will not respect you. You can rely on me and I need a lot of autonomy and respect. Oh, I do not remember if I told you this but you do not need to worry about a thing I am in charge!

Characteristics: Eights value direction, honesty and, they are in charge! They are individualistic and not fond of conforming. Eights are great decision makers and, they are in charge! They will take any measures necessary to protect those they love. Eights fight for what is right, support the oppressed and, they are in charge! Eights are not comfortable with flattery or pretense. They can be a bit blunt and this can be very offensive to others, which is quite puzzling to the Eight. Eights just want to be honest after all and, they are very definitely in charge! Got it?!

Assets: Eights are direct, protective, self-confident and have lots of energy. They are truthful, fair and straightforward. Eights support those who are weaker or afraid. They can be wonderful in a crisis and deal well with the struggles or fears of others. Eights make excellent leaders.

Liabilities: Eights can be loud, aggressive and bent on revenge. They are often uncomfortable with vulnerability and can be angry and confrontational. Eights can take things to excess and use food, drugs or anything else to destructive proportions. They sometimes create crisis because they fear boredom and enjoy a good fight.

Body Center: Belly

Heart Point: Two

Stress Point: Five

Wings: Nine & Seven

Mottoes:

"I am right, you are wrong, period, end of sentence."

" There is my way and the highway."

Point Nine - The Diplomat

Basic Philosophy: My way of feeling safe and achieving love in the world is by becoming one with those around me and avoiding conflict at all costs. Everything and everyone is of equal importance to me. I am quite loving but it is tough for me to make decisions. I often have a unique appearance because I am not much bothered with aesthetics. You may find me surrounded by PILES of interesting things. Some people consider me a procrastinator but I can be quite productive really. I can not decide though which I am more of, productive or unproductive, but I have been meaning to start thinking about working on it and I will get right to it one of these days.

Characteristics: Nines are frequently distracted from big projects by small details that prevent completion of the task at hand. Nines can feel a sense of union with all things and so, make excellent negotiators and bargainers. They strongly dislike confrontation and will avoid it like the plague. Nines tend to save things and are largely controlled by inertia. Once I am going, I am fine, but getting started can be very difficult! Nines are sensitive about judgments and take criticism very personally. They can hold all points of view equally with much love and integrity but sit them down with a menu and ask them to choose, well... that can be a challenge!

Assets: Nines are wonderful supportive listeners. They focus on the positive rather than the negative. Nines are kind, gentle, loyal and nonjudgmental. They are wonderful caretakers and are so delightful to be around. Nines are in the here and now and can feel 'One with the Universe'. Nines are wonderful mediators and negotiators.

Liabilities: Nines have trouble making up their minds. They can become paralyzed by strong emotion or conflict and do nothing. Nines are pack rats and are frequently disorganized and surrounded by clutter. They often struggle with weight issues or other types of excess because they are unaware and do not monitor themselves well. Nines can be stubborn, defensive, passive/aggressive and overly accommodating.

Body Center: Belly

Heart Point: Three

Stress Point: Six

Wings: One & Eight

Mottoes:

[&]quot;I will get right on it, one of these days."

[&]quot; Oh, they are all wonderful, how can I possibly choose?!"