

Positive Enneagram, Motivations & Speaking Styles

	Positive & not so positive (↓)	Archetypes & ♦ Core Motivations	Speaking Style	
1	The Perfectionist: Detailers, Crusaders & Lawmakers (↓ Critic)	Careful Serious Idealizing	Single Pointed Conscientious Doing ♦ Values-Oriented	Erect, teaching, preaching
2	The People Person: Matriarchs, Romantics & Diplomats (↓ Manipulator)	Supportive Involved Concerned	Committed Interactive Connecting ♦ People-Oriented	Graceful, flattering, advising
3	The Self-Starter: Pragmatists, Superstars & Politicians (↓ Chameleon)	Busy Practical Type A Aspiring	Competitive Adaptive Succeeding ♦ Task-Oriented	Staged, impatient, clear
4	The Deep Sea Diver: Artisans, Dramatists & Critics (↓ Melodramatic)	Sensitive Aesthetic Intense Deep	Creative Original Searching ♦ Meaning-Oriented	Intense, lyrical, lamenting
5	The Puzzle-Solver: Archivists, Wizards & Professors (↓ Reductionist)	Shy Detached Ingenious Reflective	Private Innovative Conserving ♦ Knowledge-Oriented	Terse, explaining, dissertations
6	The Steward: Family Preservers, Troopers & Guardians (↓ Pessimist)	Cautious Ambivalent Skeptical Sensing	Anxious Equivocating Planning ♦ Safety-Oriented	Quick, warning, group think*
7	The Improviser: Epicure, Tricksters & Visionaries (↓ Escapist)	Curious Fun-Loving Restless	Shifting Entrepreneurial Optimizing ♦ Stimulation-Oriented	Pace, charming, story-telling
8	The Master: Weight Lifters, Knights & Leaders (↓ Intimidator)	Strong Assured Masterful Grounded	Frank Magnetic Protecting ♦ Power-Oriented	Big, challenging, imperatives
9	The Storyteller: Comfort Seekers, Mystics & Peacemakers (↓ Resistor)	Kind Unassuming Imaginative Open	Accepting Fair Blending ♦ Nature-Oriented	Nods head, epic stories

Adapted from
The Positive Enneagram, Susan Rhodes, 2009
Archetypes of the Enneagram, Susan Rhodes, 2010

*group thinking or decision-making that discourages creativity or individual responsibility.

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