

**Motivation** – to be good, fair, and have integrity

**Self-esteem** – feel good about themselves when they do what is right

**Relate** to other primarily by being responsible and principled

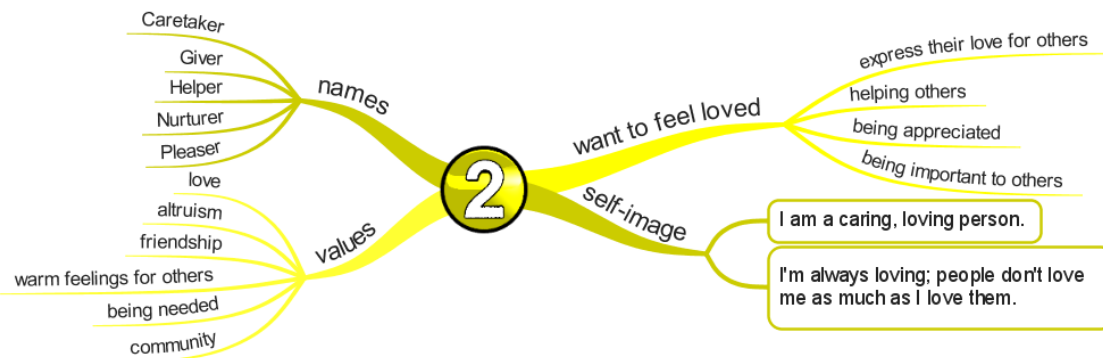
**Manipulation** - Manipulates others by correcting them and telling them what they should do.

**Shadow** Issue of Anger comes out when their world is not as it should be.

**Overcompensation** - Undermine others by angrily criticizing them, treating them as if they were defective or bad.

**Values** – conscience, morality, justice, integrity, principles, self-discipline, ethics

---



**Motivation** – to be loved



**Self-Esteem** - Feel good about themselves when they are loved and appreciated by others.

**Relate** to others primarily by giving and being supportive.

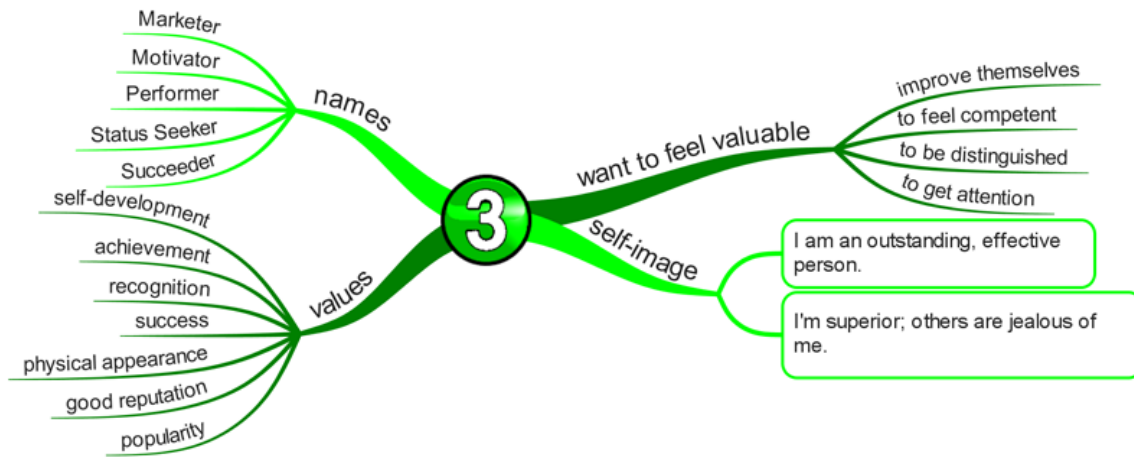
**Manipulation** - Manipulates others by making others dependent on them.

**Shadow** Issue of Pride comes from thinking of themselves as only well-intentioned and from reminding others of how caring I am.

**Overcompensation** - Undermine others by making others feel unworthy of love and attention.

**Values** – love, altruism, friendship, warm feelings for others, being needed, community

---



**Motivation** – to be valuable and desirable.

**Self-Esteem** - Feel good about themselves when they have accomplished something worthwhile.

**Relate** to others primarily by self-improving, ambitious.

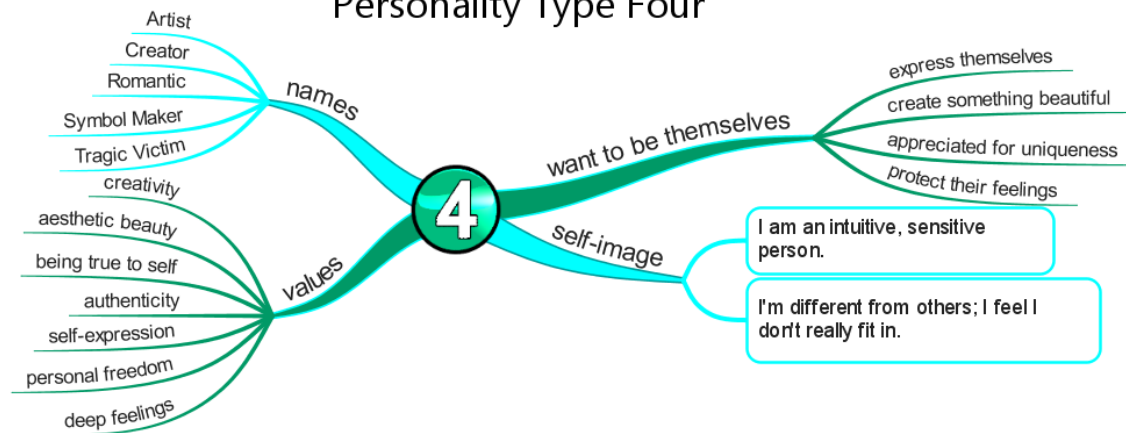
**Manipulation** - Manipulates others by adapting their image to meet their expectations and to appear to excel at things valued by others.

**Shadow** Issue of Deceit arises when Threes exaggerate and bend the truth in order to make themselves appear better than they are.

**Overcompensation** - Undermine others by treating them arrogantly or with contempt, making them feel worthless.

**Values** – self-development, achievement, recognition, success, physical appearance, good reputation, popularity

## Personality Type Four



**Motivation** – to find a special and unique identity consistent with their inner experience

**Self-Esteem** - Feel good about themselves when they express who they are.

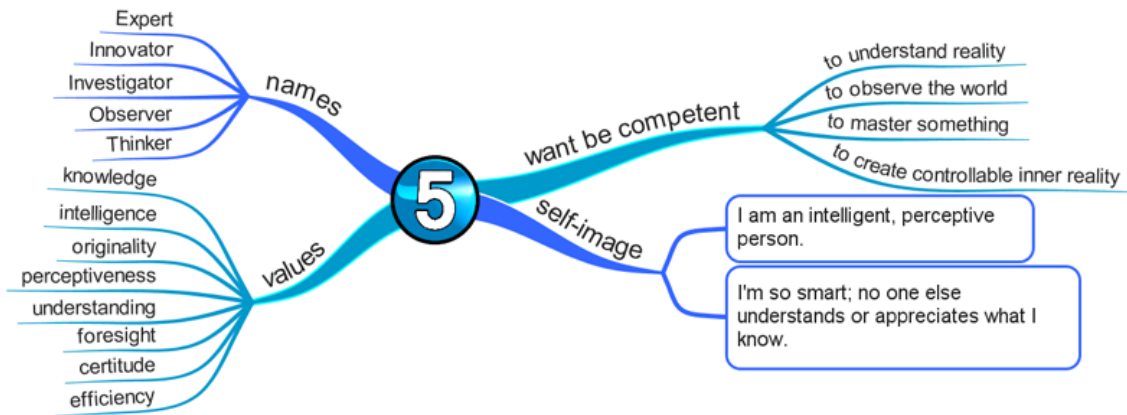
**Relate** to others primarily by creative, authentic.

**Manipulation** - Manipulate others by being temperamental and hyper-sensitive, forcing others to treat them with sensitivity and respect.

**Shadow** Issue of Envy arises when Fours observe the happiness and success of others.

**Overcompensation** - Undermine others by treating others as if they had no value or personal significance.

**Values** – creativity, aesthetic beauty, being true to self, authenticity, self-expression, personal freedom, deep feelings



**Motivation** – to be competent and capable



**Self-Esteem** - Feel good about themselves when they have completely mastered something.

**Relate** to others primarily through their expertise and originality.

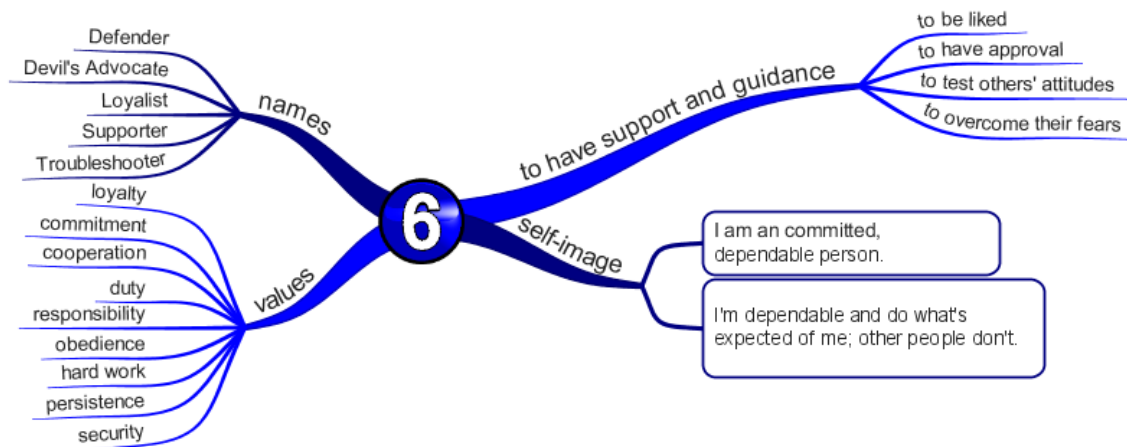
**Manipulation** - Manipulate others by staying preoccupied with their projects and detached from others.

**Shadow Issue** of Avarice arises when Fives minimize their needs and hoard their resources.

**Overcompensation** - Undermine others by "proving" others are stupid.

**Values** – knowledge, intelligence, originality, perceptiveness, understanding, foresight, certitude, efficiency

---



**Motivation** – to feel supported and secure



**Self-Esteem** - Feel good about themselves when they have covered all their bases and they do what is expected of them.

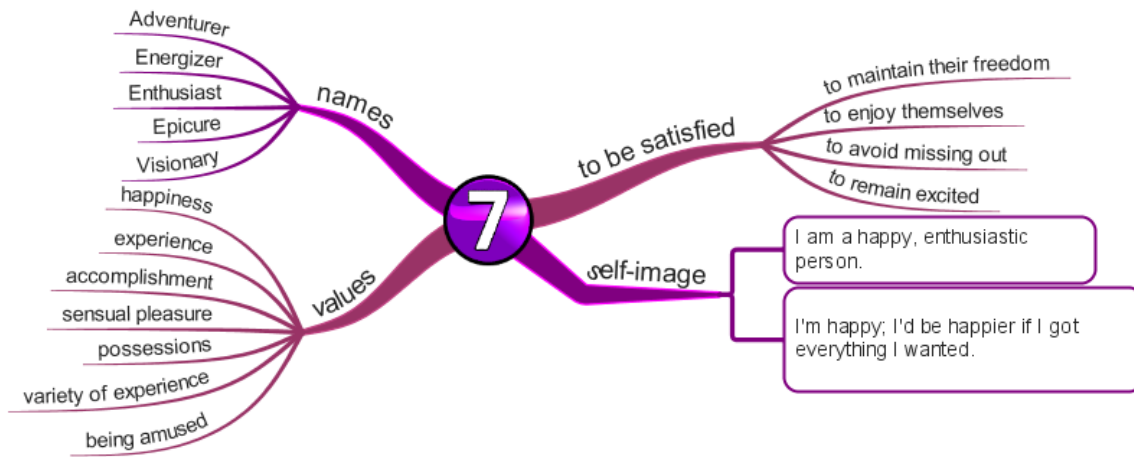
**Relate** to others primarily through cooperation and commitment.

**Manipulation** - Manipulate others by testing their loyalty and trust to them. Shadow Issue of Fear arises when Sixes believe that they may be losing their support systems.

**Overcompensation** - Undermine others and their support systems by blaming and scapegoating.

**Values** – loyalty, commitment, cooperation, duty, responsibility, obedience, hard work, persistence, security

---



**Motivation** – to feel happy and fulfilled

**Self-Esteem** - Feel good about themselves when they do what makes them happy.

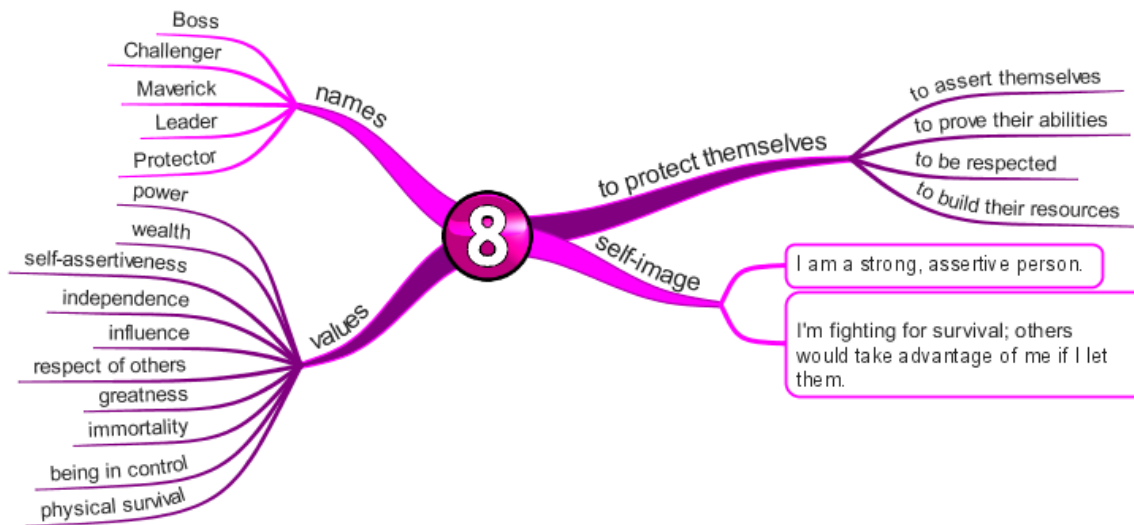
**Relate** to others primarily by being prolific, realistic, versatile.

**Manipulation** - Manipulate others by distracting them and demanding that others meet their needs.

**Shadow** Issue of Gluttony arises when Sevens are greedy for more and more things and experiences without being truly satisfied.

**Overcompensation** - Undermines others by denying and depriving others of experiences, material things or other sources of happiness

**Values** – happiness, experience, accomplishment, sensual pleasure, possessions, variety of experience, being amused



**Motivation** – to protect themselves and to be in control of their own lives

**Self-Esteem** - Feel good about themselves when they are strong and in control.

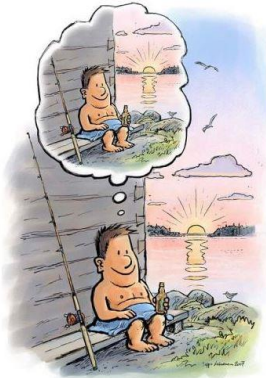
**Relate** to others primarily by leading, being decisive and providing.

**Manipulation** - Manipulate others by dominating others and insisting they obey.

**Shadow** Issue of Lust arises when Eights want to possess and control and want intensity in their experiences.

**Overcompensation** - Undermine the security and safety of others by threatening to harm or control others.

**Values** – power, wealth, self-assertiveness, independence, influence, respect for others, greatness, immortality, being in control, physical survival



**Motivation** – to feel at peace

**Self-Esteem** - Feel good about themselves when everyone around them is getting along.

**Relate** to others primarily through supporting and mediating.

**Manipulation** - Manipulate others by "tuning out" the pressure to change from others.

**Shadow** Issue of Sloth arises when Nines resist change and don't develop their individuality.

**Overcompensation** - Undermine others by making them feel that they have lost connection with the Nine.

**Values** – peace, emotional well-being, acceptance, harmony, unity, social stability, consensus