

# P.E.S.T.: Student Copy to Keep

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*If you had to choose one of the following (A-B-C) that **best** describes you, which would it be?*

**A.** I like to meet life head-on, setting my own goals and doing what's necessary to make things happen. I'm not the type to sit around but am ready to share, act, and have an impact. I usually know what I want, so I go for it: at work and at play. What other people might call difficulties or obstacles are just the challenges I overcome all the time.

**B.** In ordinary circumstances I am likely to be quiet and am content more than most people to be on my own. In social situations I don't usually seek attention for myself. Being in the background can be a comfortable place for me to serve or excel. There's a lot more going on inside me than I share with most people. I don't need to take action as much of the time as others do.

**C.** People consider me responsible, dedicated, and loyal. When I make a commitment, people can count on my being there and doing what I believe is best. I take it for granted that I have to make personal sacrifices. Rest, relaxation, and taking care of myself come later, after what needs to be done is finished.

*And if you had to choose one of the following (X-Y-Z) that best describes you, which would it be?*

**X.** Keeping a positive outlook is what life is all about. That's easy because I have enthusiasm for so many activities and people. Putting my energy into them helps me get through even the most difficult times - rather than worrying what could go wrong for me or my life. If I can bring energy, enthusiasm, and happiness to the people around me, life is going well.

**Y.** I usually have strong feelings about things. I respect others for being direct with me and for letting me know where they stand - just as I let them know where I stand. I am likely to speak out on urgent matters rather than let others rest in comfortable unawareness. Don't expect me to agree just because an authority or expert says something: I want to decide for myself.

**Z.** I value my ability to be self-controlled and logical. Because I strive to be methodical, precise, and efficient, I often find it best to work on my own. Staying detached and objective is for me the most effective strategy when people are emotionally upset or in crisis. By keeping people and situations from "getting to me" I can solve problems more effectively.

## P.E.S.T. Codes converted to Enneagram #:

|              |              |              |
|--------------|--------------|--------------|
| <b>AX: 7</b> | <b>AY: 8</b> | <b>AZ: 3</b> |
| <b>BX: 9</b> | <b>BY: 4</b> | <b>BZ: 5</b> |
| <b>CX: 2</b> | <b>CY: 6</b> | <b>CZ: 1</b> |

### Myers-Briggs types

#### **Introvert (I) or Extravert (E):**

"Introverts" are more concerned with the inner world of ideas or feelings, and find social events more tiring; "Extraverts" are more interested in the world of things and people and are more energized by social interactions.

#### **iNtuitive (N) or Sensing (S):**

"iNtuitive" types are more attuned to the big picture and to hunches and possibilities; "Sensing" types tend to prefer concrete specifics and directly observable data on reality.

#### **Feeling (F) or Thinking (T):**

"Feeling" types prefer to make decisions by considering how individuals are affected; "Thinking" types prefer to have rules and policies for making decisions on an impersonal basis.

#### **Perceiving (P) or Judging (J):**

"Perceiving" types are comfortable keeping options open longer; "Judging" types are more eager to reach a decision and achieve closure.

| <b>If your Myers-Briggs pattern is:</b>              | <b>Read up on Enneagram type #:</b> |                                        |
|------------------------------------------------------|-------------------------------------|----------------------------------------|
| <b>IFP</b> (INFP or INFJ)                            | 9                                   | ( <u>possibilities</u><br>to consider) |
| <b>STJ</b> (ISTJ or ESTJ)                            | 1                                   |                                        |
| <b>EF</b> (& maybe IF) (esp. ENFP, ENFJ, ESFJ, ESFP) | 2                                   |                                        |
| <b>ENT</b> (ENTJ or ENTP)                            | 3                                   |                                        |
| <b>INF</b> (INFP or INFJ)                            | 4                                   |                                        |
| <b>IT</b> (INTJ or ISTJ or INTP or ISTP)             | 5                                   |                                        |
| <b>ISJ</b> (ISTJ or ISFJ)                            | 6                                   |                                        |
| <b>EP</b> (ENTP or ENFP or ESTP or ESFP)             | 7                                   |                                        |
| <b>ETJ</b> (ENTJ or ESTJ)                            | 8                                   |                                        |