

The Enneagram Points

Ways we are motivated and relate to world.

Mediator / Peacemaker

Cooperation, peace, fairness, unity, teamwork.

Avoids: conflict, inharmony.

Maybe: passive, indecisive, unambitious, quietly stubborn.

Ex.: Dalai Lama, Gerald Ford, Margaret Mead, Eisenhower, Sandra Bullock, Jimmy Stewart, Sophia Loren, Willie Nelson, Garrison Keillor.

Asserter / Protector

Bold action, active engagement, justice, directness, strength.

Avoids: powerlessness, dependency, uncertainty.

Maybe: intimidating, bullying, reckless.

Ex.: Winston Churchill, Martin Luther King Jr, George Steinbrenner, Ann Richards, Mike Wallace, John Wayne, Gorbachev, Ernest Hemingway, Donald Trump.

Adventurer / Innovator

Larger vision, impact, exciting potential.

Avoids: pain, boredom, unpleasantness, frustration, restrictions.

Maybe: irresponsible; shallow; commitment-phobe.

Ex.: Newt Gingrich, S. Spielberg, Malcolm Forbes, Katie Couric, Richard Feynman, JFK, FDR, Tom Peters, Bob Hope, Leonardo daVinci.

Troubleshooter / Loyalist

Loyalty, vigilance, preparedness, skepticism.

Avoids: Danger, insecurity, alienating the powers that be.

Maybe: worry-wart; paranoid - or true believer.

Ex.: Andrew Grove (Intel), Woody Allen, Janet Reno, Gordon Liddy, Ellen Degeneres, Robert F. Kennedy, Billy Graham, Richard Nixon, Gilda Radner.

Observer / Analyst

Knowledge, analysis, competence.

Avoids: Meaninglessness, looking foolish, inadequacy, intrusions.

Maybe: withdrawn loner, arrogant pedant, stingy.

Ex.: Bill Gates, Howard Hughes, Albert Einstein, Joyce Carol Oates, Warren Buffet, John Lennon, Freud, Alfred Hitchcock, Georgia O'Keeffe.

Romantic / Connoisseur

Creativity, uniqueness, fine taste, depth, inner intensity, soulfulness.

Avoids: ordinariness, conventionality, expediency.

Maybe: moody, "drama queens/kings."

Ex.: Calvin Klein, Neiman-Marcus, David Packard (HP, Inc.), Tiffany and Co., Paul Simon, Judy Garland, countless poets & artists.

Perfectionist / Purist / Reformer

Duty, high standards, ethics, principles, "by the book."

Avoids: mistakes, disorder.

Maybe: self-righteous moralist, judgmental.

Ex.: Nelson Mandela, Steven Covey ("Seven Habits..."), Ross Perot, Margaret Thatcher, Mahatma Gandhi, Harry S. Truman, Thomas Jefferson, Ralph Nader.

Helper / Giver

The human element, relationships, service, self-sacrifice.

Avoids: being needy, disappointing others.

Maybe: flatterer, codependent, manipulative martyr.

Ex.: Mother Teresa, Zig Ziglar, Mary Kay Ash, Mister Rogers, Alan Alda, Leo Buscaglia, Sammy Davis, Jr., Eleanor Roosevelt.

Achiever / Producer

Effectiveness, efficiency, image, success, the bottom line.

Avoids: failure, sloth.

Maybe: workaholic, braggart, status-seeker, hustler.

Ex.: Oprah Winfrey, Tony Robbins, Michael Jordan, Shirley MacLaine, Jack Welch (GE), Meryl Streep, Ray Kroc (MacDonalds), Barbra Streisand.

