

AXIS	EXPRESSION		INSPIRATION		ACTION		ASSIMILATION
<b>FOCUS</b>	<i>Narrow</i>	<i>Wide</i>	<i>Narrow</i>	<i>Wide</i>	<i>Narrow</i>	<i>Wide</i>	<i>Neutral</i>
<b>ROLE</b> (Archetype)	+ creation <b>ARTISAN</b> – self-deception	+ dissemination <b>SAGE</b> – verbosity	+ service <b>SERVER</b> – bondage	+ compassion <b>PRIEST</b> – zeal	+ persuasion <b>WARRIOR</b> – coercion	+ mastery <b>KING</b> – tyranny	+ knowledge <b>SCHOLAR</b> – theory
<b>GOAL</b>	+ sophistication <b>DISCRIMINATION</b> – rejection	+ agape <b>ACCEPTANCE</b> – ingratiation	+ simplicity <b>ABBREVIATION</b> – withdrawal	+ evolution <b>GROWTH</b> – confusion	+ devotion <b>SUBMISSION</b> – exploited	+ leadership <b>DOMINANCE</b> – dictatorship	+ free-flowing <b>RELAXATION</b> – inertia
<b>MODE</b>	+ deliberation <b>CAUTION</b> – phobia	+ authority <b>POWER</b> – oppression	+ restraint <b>RESERVED</b> – inhibition	+ self-actualization <b>PASSION</b> – identification	+ persistence <b>PERSEVERANCE</b> – unchanging	+ dynamism <b>AGGRESSION</b> – belligerence	+ clarity <b>OBSERVATION</b> – surveillance
<b>ATTITUDE</b>	+ investigation <b>SKEPTIC</b> – suspicion	+ coalescence <b>IDEALIST</b> – naïveté	+ tranquility <b>STOIC</b> – resignation	+ verification <b>SPIRITUALIST</b> – beliefs	+ contradiction <b>CYNIC</b> – denigration	+ objectivity <b>REALIST</b> – subjectivity	+ efficiency <b>PRAGMATIST</b> – dogma
<b>OBSTACLE</b> (Dragon)	+ sacrifice <b>SELF-DESTRUCTION</b> – suicide	+ appetite <b>GREED</b> – voracity	+ humility <b>SELF-DEPRECIATION</b> – abasement	+ pride <b>ARROGANCE</b> – vanity	+ selflessness <b>MARTYRDOM</b> – victimization	+ daring <b>IMPATIENCE</b> – intolerance	+ determination <b>STUBBORNNESS</b> – obstinacy
<b>CENTER</b> (Primary Communication) Style	+ insight <b>INTELLECTUAL</b> – rationalize	Higher Intellectual	+ perception <b>EMOTIONAL</b> – sentimentality	Higher Emotional	+ productive <b>MOVING</b> – frenetic	Higher Moving	+ automatic <b>INSTINCTIVE</b> – impulse

<b>NEEDS</b>	+ trust <b>SECURITY</b> – fear	+ presence <b>ADVENTURE</b> – drama	+ independence <b>FREEDOM</b> – fear of commitment	+ give & receive <b>EXCHANGE</b> – slander, gossip	+ authority <b>POWER</b> – authoritarian	+ prosperity <b>EXPANSION</b> – indiscriminate growth	+ open, friendly <b>ACCEPTANCE</b> – manipulative	+ sharing <b>COMMUNION</b> – indiscriminate contact	+ creation <b>EXPRESSION</b> – narcissism, lies
<b>PERCEPTION</b> (Values)	+ survive <b>SURVIVAL ORIENTED</b> – destroy	+ structured <b>RULE ORIENTED</b> – inflexible	+ competitive <b>SUCCESS ORIENTED</b> – selfish	+ insightful <b>RELATIONSHIP ORIENTED</b> – confused	+ wise <b>PHILOSOPHICALLY ORIENTED</b> – uninvolved				

# ■ personessence™ & PERSONALITY PROFILE

- 1. Role or primary type:** The role is the primary character type, of which there are seven.
- 2. Goal or primary motivator:** Goals are about what motivates a person to seek out certain types of experience. A goal of relaxation will drive someone to seek out the path of least resistance while a goal of growth will lead one to seek challenges.
- 3. Mode or primary style:** The mode determines the style or approach to the goal. A person with a goal of growth may be passionate or cautious in their approach.
- 4. Attitude or primary perspective:** Attitude is the primary way of seeing the world. A skeptic will doubt everything they hear until they check it out, while an idealist will attempt to see the best of a bad situation.
- 5. Obstacle or dragon:** The obstacle is what causes a person trouble in life. It is responsible for certain types of mistakes and unhappiness. The obstacles are underlying fear patterns and motivate a person to act unwisely when under stress.
- 6. Center or primary way of reacting:** Center determines the primary way a person reacts instantaneously to a stimulus. The centers are thinking, feeling, doing and the instinctive center, which keeps you alive. Each person uses thinking, feeling and doing in a different sequence. There are six possible sequences. The primary center is the one you habitually use the most. The one you use secondarily you may become trapped in. The one you use third tends to bring you into balance and heals you.
- 7. Needs:** There are nine needs in all and each person has three of them. They determine what the person needs to have in their life in order to be satisfied or comfortable. They can become dysfunctional if pushed to the extreme but mostly they are healthy requirements for being happy.
- 8. Life Perception:** Values determine a person's perception. They show what a person considers to be most important in life. The levels of perception have to do with such notions as value placed on life; willingness to be peaceful or violent; considerations about respect of property; importance of family and relationships; flexibility in thinking; general level of acceptance or non-acceptance of differences in others and a host of other values.

## NOTES: