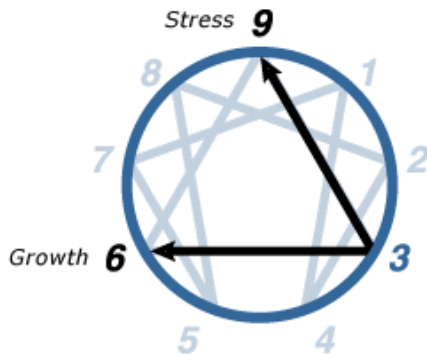


Type 3



Motivation – basic desire

- To feel valuable, worthwhile, accepted and desirable

Focus of Attention

- How can I gain the respect and esteem of others?
- Energy spent on proving worth, capability, successfulness

Typical Characteristics of 3's

- Successful
- Accomplished
- Highly-regarded
- Goal-oriented
- Hardworking
- Motivated
- Energetic
- Dynamic
- Pragmatic and efficient

Typical Challenges for 3's

- Competitive
- Opportunistic
- Obsessed with image and appearances
- Vain
- Obsessed with task accomplishment (over drive)
- Calculating
- Self-promoting/arrogance

Strengths

- Efficient and competent, often well-organized
- Strong multi-tasker
- Goal-oriented and ambitious
- Productive, successful
- Enthusiastic
- Hard-working
- Fast-paced
- Enthusiastic

Challenges - seen as stress increases or in individuals with low self-mastery:

- Workaholic
- Inattentive to feelings and relationships - standoffish
- Impatient
- Competitive
- Intense
- Driven
- Over-extended
- Rushed

As stress increases or in times of low self-mastery, THREE's go to the low side of NINE and demonstrate these characteristics:

- Conflict avoidant
- Procrastinator
- Focus on less important issues
- Stubborn
- Passive-aggressive
- Disengaged or vacant
- Indecisive

For growth or development, THREE's are encouraged to explore the high side of SIX and integrate these characteristics:

- Trustworthy
- Team player
- Analytical
- Honest
- Perceptive
- Generous
- Problem solver
- Engaged
- Structure