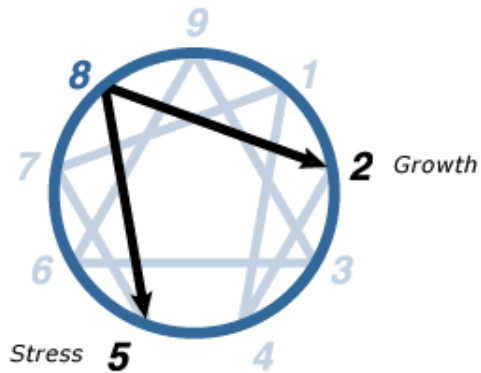


## Type 8



### Motivation – basic desire

- To protect self, to determine own course of life

### Focus of Attention

- Is everything under control in an effective and just way?
- Energy spent on being strong and in control

### Typical Characteristics of 8's

- Self-confident
- Decisive
- Charismatic (entrepreneurial)
- Assertive, forceful
- Confident, strong
- Willful, powerful
- Just, honorable
- Aggressive, can be direct with anger
- Competent

### Typical Challenges for 8's

- Blunt
- Bossy, domineering
- Loud
- Insensitive
- Intimidating
- Overwhelming

### Strengths

- Natural leaders
- Energetic
- Inspiring
- Direct and honest
- Assertive and self-confident
- Protective
- Take-charge
- Powerful

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

- Confrontational and demanding
- Overly frank or rude
- Controlling
- Intimidating
- Impulsive
- Domineering
- Fighters more than collaborators

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

- Withdrawn
- Remote
- Detached
- Overly private
- Uncommunicative
- Stingy with information

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

- Helpful
- Thoughtful
- Generous
- Empathetic
- Sensitive
- Make others look good - mentor
- Easy to work with
- Good networkers
- Focus on customer & employee satisfaction