

Personality style <=> Communication Style

Our personality style informs and reflects our communication style. And vice versa. For example, direct personality < - > direct communication. Using the Enneagram personality methodology depicted below, see what styles resonate with you and where greater awareness is needed.

Type 8, 'The Challenger'

- Direct, self-confident, powerful, protective, abrasive, leader
- Vocab: 'control,' 'protect,' 'no.,' 'what is the bottom line?'
- The directive

Type 7, 'The Enthusiast'

- Energetic, upbeat, joyful creative, scattered, spirited, fast worker multi-tasker poor follow-through,
- Vocab: 'YES!,' 'fun,' 'let's do it!,' 'let's try,' 'freedom'
- The entertainment

Type 6, 'The Loyalist'

- Responsible, loyal, quirky trustworthy, dependable, worrying,
- Vocab: 'maybe,' 'should,' 'doubt,' 'what if,' 'safe,' 'it depends,' 'I'm not sure'
- The cautionary tale

Type 5, 'The Observer'

- Investigative, cerebral, isolated, professorial, awkward, misanthropic
- Vocab: 'logic,' 'research,' 'you'll notice that_,' 'actually,' 'what exactly do you need from me?'
- The lecture

Type 4, 'The Individualist'

- Sensitive, creative, expressive, authentic, aesthetic, deep
- Vocab: 'feel,' 'mood,' 'beauty,' 'You don't understand,' 'one of a kind.'
- The lament

Type 3, 'The Achiever'

- Motivated, excelling, pushing, self assured, efficient, positive, direct
- Vocab: 'goal,' 'best,' 'results,' 'I know,' 'bottom line,' 'succeed.'
- The sales pitch

Type 2, 'The Helper'

- Warm, nurturing, needs-meeting, assisting, affirming, empathic, intrusive
- Vocab: 'can I help,' 'do you need,' 'you're doing great,' 'I'm here'
- The affirmation

Type 1, 'The Perfectionist'

- Proper, honest, just, clear, judging, opinionated, righteous
- Vocab: 'should,' 'ought,' 'must,' 'right,' 'fair,' 'rules'
- The sermon

Type 8, 'The Peacemaker'

- Good natured, easy-going, receptive, conflict avoidant, funny, reassuring, resigned, competitive
- Vocab: 'sure,' 'it's up to you,' 'whatever works,' 'lets work this out'
- The anecdote