

**CMS-039 and 040  
The Subtypes: Coming Closer  
to the HAMS in the Enneagram**

1 Jn 2:15 Do not love the world or the things in the world. If anyone loves the world, the love of the Father is not in him. 16 For all that *is* in the world—the lust of the flesh, the lust of the eyes, and the pride of life—is not of the Father but is of the world. 17 And the world is passing away, and the lust of it; but he who does the will of God abides forever.

We will conclude last week's lesson on the look-alikes:

The following tables contain, for each pair of types, a statement of which sort of look-alike they are, brief descriptions of how they look alike, and two or three questions.

The questions are baldly stated, to help you answer a clear 'yes' or 'no'. Always give a definite answer, even when it's a case of 'more often than not'.

To avoid repetition I have listed the possible common characteristics, with the distinguishing questions, under the first look-alike type of the two, and therefore there is no table for Nines.

## TYPE FIVE: THE OBSERVER

6 Wing look-alike

Five with Six wing: may be aware of fear and other Six issues, may question own reality.

Six with Five wing: withdrawn, private, contemplative.

Are you aware of a pretty immediate reaction to events, even if you may not voice it straightaway?

Does it often seem to you that life is like watching a film, that nothing is very close to you when it happens?

## TYPE FIVE: THE OBSERVER

7 Security/stress look-alike Wide-ranging imagination and love of ideas.

Stressed Fives: dislike committing themselves, scan for all possible options to escape threat, may seem evasive or scattered.

Secure Sevens: may enjoy solitary intellectual pursuits, sit back and observe rather than being the focal point, may seem withdrawn.

## TYPE FIVE: THE OBSERVER

### 7 Security/stress look-alike (continued)

When you consider all the available options, are most of them pleasant or at least leading to a pleasant outcome?

Do you start to feel drained or over-extended unless you have at least part of each day to yourself?

## TYPE FIVE: THE OBSERVER

8 Security/stress look-alike

Secure Fives: more outgoing, even bossy, may access anger, may be protective of loved ones.

Stressed Eights: withdraw physically or mentally, need space to re-group and think, may aggressively shut out the world.

If confronted, can you access your own anger easily and immediately?

Do you become fearful if you feel threatened?

## TYPE SIX: THE QUESTIONER

7 Wing look-alike

Imaginative, fear-based.

Six with Seven wing: can be fun-loving and gregarious, like multiple activities, networkers.

Seven with Six wing: may be aware of fears or anxiety, more likely to plan for negative as well as positive outcomes.

Do you find your imagination mostly takes you to pleasant future possibilities and/or bright ideals?

When you succeed at something, do you find it easy to believe the compliments you receive?

## TYPE SIX: THE QUESTIONER

8 Common look-alike with counter-phobic Six  
Confrontative, dislike rules, have authority issues, fight for causes, see the world as hostile or potentially unfriendly, do dangerous things.

If need be, do you find it easy and enjoyable to take on a leadership role?

Do you frequently question your own decisions, even after you think you have made up your mind?

## TYPE SIX: THE QUESTIONER

9 Security/stress look-alike

Secure Sixes: lose the sense of threat, enjoy simply being with people and allow them in.

Stressed Nines: may be very fearful, mistrust others, see future pessimistically, expect harm.

Do you tend to visualize specific threats and worst possible outcomes in most situations?

Do you more often than not allow people to affect you, rather than keeping yourself safely uninvolved?

## TYPE SEVEN: THE EPICURE

8 Wing look-alike

Energetic, direct in pursuit of goal, enjoy consuming, pleasure-loving, angry when challenged.

Would you more easily 'go around the houses', plan and maneuver, sometimes deviously, to get what you want, than fight for it?

If someone is angry about something you have done, is your first reaction to fight back (even if quietly and reasonably) ...

... or explain the situation and disarm them?

## TYPE SEVEN: THE EPICURE

9 Possible look-alike

Pleasure-loving, avoid conflict, get side-tracked, have many interests.

Do you usually know what you want?

Are you more concerned with or interested in what other people feel and want than your own intentions?

## TYPE EIGHT: THE BOSS

9 Wing look-alike

Stubborn, postpone own priorities, pleasure-seeking, misplace anger, narcotizing.

Do you usually have a clear point of view which it is easy for you to defend?

Do you nearly always submerge or forget your own wishes for the sake of maintaining harmony?

### **The Instinctive Subtypes**

There are three instinctual drives or Subtypes in the Enneagram system -

the Self-Preserving (The Power HAM),  
the Social (The Approbation HAM) and  
the Sexual (The Sexual HAM).

Enneagram adherents state that, “like the nine passions of the Enneagram points, the instinctual drives act as a force underlying our life strategies - often unconscious yet all-pervasive - and represent our most fundamental way of being.” (Katherine Chernick Favre)

### **The Instinctive Subtypes**

The three instinctual drives color the way we act, think, feel, and ultimately express ourselves.

Each instinctual drive can manifest within each of the nine Enneagram types (in effect resulting in a total of 27 Instinctual Subtypes).

Ichazo teaches that "the instincts are defined . . . as three fundamental reactions of our organism in order to sustain life.

The interconnection between them produces a corresponding triad in the higher psychological levels, and the sensing of these three organic systems appear as our basic psychological levels in the form of instinctual centers of attention, whose demands we cannot ignore because they immediately threaten our survival."

### **The Instinctive Subtypes**

Naranjo teaches that " the instinctual type is one of three sub-personalities that is the "auxiliary passion." He suggests that outwardly the instinctual subtype can look positive, like a talent, or something of which one should be overly proud, but inwardly is a reflection of unhappiness with a price to be paid -, e.g., "the oyster is not too interested in the price of the pearls."

He also teaches the origin and drive of each instinctual subtype: self-preservation arises in the belly and is associated with protection; social instinct arises in the tongue, and the desire to be appreciated; and sexual instinct is genital in origin and driven by sexuality, oedipal issues."

### **The Instinctive Subtypes**

Riso-Hudson teach that " people can be divided into these three instinctual types (which they refer to as "instinctual variants") "simply by knowing the definitions of these categories, and without knowing the Enneagram types of the individuals ...

The Instinctual types can exist as a separate typology, but can also be combined with the Enneagram types in ways that explain some of the variations we see in real people that cannot entirely be accounted for by wings or Levels of Development."

Palmer teaches that, "like the nine passions, the behaviors called 'Enneagram Subtypes' act as a hidden focus of personality type.

Once it is discovered through self-observation, the subtype focus of attention is revealed as a behavior that is motivated by instinct (for survival, social relating, and sexual relating) dominated by the passion of type.

### **The Instinctive Subtypes**

The Subtypes name a mental preoccupation in which the energies of the physical body (instincts) and the emotional energies of the passions are joined.

(Emphasis Added)

Because the subtype focus of attention is an ordinary behavior, I have found them to be crucial pivots in the transformation of the nine passions into their higher opposites."

Condon teaches, "The original formulation states that within each style there are three possible suborientations that people tend towards.

The subtype is determined by whether you are unconsciously preoccupied with personal survival (self-preservation), whether you incline towards one-to-one relationships (intimate) or whether your style of relating includes a lot of people (social)."

### **The Instinctive Subtypes**

In Enneagram theory, we are governed by all three instinctual drives, because they represent our most fundamental way of being, but one is generally more dominant and influential in our lives and defines the way in which we act out the passion of our Enneagram point. If all three instinctual drives were in balance, we could function "perfectly" or "appropriately" to the needs of each situation.

Nevertheless, such balance is rare, and usually one of these drives is "damaged" and commands an undue amount of our attention; and it is a person's most "damaged" instinctual drive that is overused and becomes dominant. The resulting imbalance distorts our perception of our essential needs, and we may find ourselves living large portions of our lives "in service" to this damaged drive.

### **The Instinctive Subtypes**

We strongly identify with one primary drive and with some secondary traits in another drive.

On the occasion when two of the instinctual drives are equally dominant, it is noteworthy that the third drive is usually omitted.

This perhaps still demonstrates the imbalanced use of the three very essential instinctual drives.

The instinctual drives appear to be not only instrumental in distinguishing the different styles of manifesting our Enneagram type behavior, but also perhaps the stronger, more unconscious, yet all-pervasive element of our personality type.

The underlying influence of the dominant instinctual drive can be quite powerful.

### **The Instinctive Subtypes**

In fact, the instinctual drives of two people are more apt to determine successful relationships than their Enneagram points, for a shared instinctual drive would be a more likely supportive common denominator than a shared Enneagram type.

The reason is that the instinctual drive is more indicative of our "animal nature," the one enabling us to survive, whereas our personality also includes our essence qualities that we define as "human nature." These two together create a partnership that some Enneagram psychologists call the personality or "false self."

### **The Instinctive Subtypes**

It appears that the degree to which our instinctual drive's impulses control our lives is subject to the same kind of energy as our Enneagram point.

For example, we can experience our drives and passions mildly or intensely; we can feel some sense of control or very little control at all; and in addition, we can either embrace our particular instinctual drive or act totally against it.

More specifically, our dominant instinctual drive is, in actuality, our area of greatest weakness.

Thus, when our sense of "survival" is threatened something has triggered whatever "button" happens to relate not only to our Enneagram point but, more important, also to our instinctual drive.

The fixation then becomes even more severe as we take on the additional fears of the instinctual drive.

### **The Instinctive Subtypes**

The important factor here is that the triggering element of the fixation is the instinctual drive's issue.

Nevertheless, the flavor will always be that of the Enneagram type, as the fixation and the drive are interactive, linked, and always related to the Enneagram type.

In the context of the "false self" or personality, it is the instinctual drive that supposedly protects the survival of the Enneagram point and is called to the front lines when in stress.

However, since the dominant instinctual drive is actually one's "weak link," its entrance in times of stress may ultimately produce no "protection" at all to one's survival, and in fact may exacerbate the level of stress and ultimate fixation.

### **The Instinctive Subtypes**

The real question is, how do we express anger, fear and desire?

How do we experience illness and what types of illnesses do we have?

How do we act when we're happy or sad?

As an example, ask yourself how you like to spend your time.

Do you tend to make sure your own needs are met and satisfied with the essentials of life (self-preservation)?

Or does your attention go to being in the company of others and, if so, how many others, and/or do you need to be in service of others (social)?

Or instead do you find that your ultimate expression of self is linked to the company of one significant other in an intimate and profound way, and that no matter where you are or what you are doing, you are always in search of that beloved special person (sexual)?

## The Instinctive Subtypes

### Conclusion

I found that the instinctual drives appear to be not only instrumental in distinguishing the different styles of manifesting our Enneagram type behavior, but also perhaps the stronger, more unconscious, yet all-pervasive element of our personality type. (Emphasis Added) (Katherine Chernick Fauvre)

### **The Instinctive Subtypes**

Our instinctual drives motivate us in the ongoing human struggle to create and sustain relationships, to aggressively seek what we need to survive, and to defend what we have and fear losing.

A noteworthy point of interest with respect to the Enneagram Instinctual Subtypes is that the dominant instinctual drive (self-preserving, social or sexual) will shift to the other two Subtypes as needed to ensure its influential role in this trialectic instinctual system.

The way in which the dominant subtype employs the other two appears to be very specific and predictable. The dominant drive maintains the role of the commander in chief and the other two are channeled through its lens.

### **The Instinctive Subtypes**

Generally, this is very primal and often unconscious. This is especially apparent with respect to the human drive to seek a mate and pair bonding, but applies to all areas of life.

If a relationship displays conflicting instinctual needs the dominant drive perceives it as a threat to security and acts accordingly.

Confusion about the manner in which the instinctual drives manifest to create and maintain a sense of security is often the root of misunderstandings.

Such disturbances in the instinctual drive are often the catalyst for seeking counsel or therapy.

## **The Instinctive Subtypes**

### **Self-preserving moves to Sexual**

For example, the self preserving subtype considers a mate as an essential need to maintain and insure security.

Therefore, when in search of a mate the self-preserving subtype will feel anxiety and suspense until a mate is secured.

In order to attract a mate, the self-preserving subtype will shift to their respective sexual instinctual drive to accommodate this fear.

Outwardly the self-preserving subtype will behave like the sexual subtype, pay more attention to their desirability and will be sensual or flirtatious.

At first, the self-preserving subtype will spend more time one on one with the possible mate.

### **The Instinctive Subtypes**

Once the mate is secured, the self-preserving subtype will return to basic routines that ideally would include the mate.

An area of pain and disappointment for this subtype is when they have a mate that is unwilling to pay attention to issues of security and disrupt their need for inner calm.

**Social moves to Self-Preserving** The social subtype will think in terms more indicative of the self-preserving subtype when selecting a mate.

This is very important to insure the desired security that rank and social status can provide.

The social subtype seeks a mate with a shared social vision and similar values.

### **The Instinctive Subtypes**

This is necessary to fulfill the desire for a mate that will join them in their activities. Therefore, a secure social position is essential.

Much attention is paid to the potential mate's connections, rank and ability to provide financial security.

This subtype enjoys bringing others together, feeling that "the more the merrier".

They are often adept at creating the center stage and often use their home for social events, gatherings and causes.

At first the social subtype will spend more time one on one with the potential mate.

Once the mate is in place, the social subtype will return to outside interests, groups and/or activities, ideally, this is with their mate.

### **The Instinctive Subtypes**

An area of pain and disappointment for this subtype is when they have a mate that is unwilling to pay attention to their need for people, activities, causes and unwilling to share their interest in others.

**Sexual moves to Social** The sexual subtype (one on one) will seek the greater world or social arena to find a desired mate.

The sexual subtype is normally happy tucked away in a secluded setting with one significant other.

However, when alone or in search of a mate, this subtype will behave much more like the social subtype.

### **The Instinctive Subtypes**

One must be with others to find “the other”.

Once the mate is selected, the social activity will be replaced by the dominant drive for time spent in union with the other one on one.

At first the sexual subtype may spend time with the potential mate in the company of others.

They become a pair even in groups.

Then when the passion for deeper connection is ignited the sexual subtype will want to bond totally with their desired other.

When the mate is determined, the sexual subtype will return to one on one style of relating.

Ideally, this is intense time spent with the desired other or mate.

### **The Instinctive Subtypes**

An area of pain and disappointment for this subtype is when they have a mate that is unwilling to pay attention to their degree of connection and intimately share their deepest and innermost thoughts.

Approbation Centered Strategies -  
Review of the Approbation Types

Two - Pleaser: Seeks love by being pleasing, self sacrificing. Becomes prideful and resentful, angry.

Three - Over achiever: Seeks approval by being productive, over achieving. Avoids emotions.

Four - Dramatic Individualist: Seeks acceptance with their unique expression and dramatic stories. Holds onto tragedy.

### **The 2-3-4 Strategies**

These three strategies tend to rate themselves according to how others see them.

Their identity is in the hands of others.

They repress their assertive, vindictive power grabbing. And when they do assert themselves or grab for power, they do it indirectly, obliquely and without noticing that they are doing it.

They are nice.

But they fall prey to Thomson's law: "What you don't get up front, you tend to get out back."

They don't acknowledge their aggression needs openly, so they use manipulation, guilt, self-pity - more passive and "proper" ways of asserting themselves.

These people have trouble saying no, standing their ground and doing what they really want.

They do what society wants, or mother wanted or what will bring recognition.

They don't do what they want. Instead they play roles, they live through others or they lament their helpless lot in life.

### **The 2-3-4 Strategies**

Their deepest emotions are undeveloped and so they live through social or artistic forms.

They act.

Their dependency on the esteem and response of others does give them a secondary gain: they are extremely sensitive to the needs and wants of others - their emotional life depends on them, and we all get good at what we need for survival.

In healthy Human Good people this becomes utter altruism and nurturing friendship.

In Emotional Revolt (neurotic) people it can become devouring invasiveness or complete co-dependency, not to mention flattery or seduction.

### The 2,3 and 4 Strategies

The so-called Heart type people, the Emotionally centered, Approbation Motivated approach to life are relationship-oriented, and their domain is subjective feelings.

Concerned with what others think of them, image and prestige, they see themselves as being for others, often believing they know what's best for them.

They dislike being alone, may feel sad, inadequate, and ashamed.

### Quick Review of 2

Helpers [2], who are compulsively motivated by the need to feel needed through caring for others, experience the psychological addiction of pride.

To be loved, to be needed, to be appreciated, to get others to respond to them, to vindicate their claims about themselves.

When the social instinct is dominant (Approbation +Approbation), the fear of being unloved is less focused on key individuals.

The sin of pride becomes very apparent in this subtype, and focuses on the need for approbation in all social situations.

The image/feeling issues of the type combine with the social instinct, and can make for the very caring compassionate drive that is often seen in the social Two.

The self-preservation (Materialism + Approbation) Two turns their fear of being unloved into material giving. They give of themselves in concrete terms, as in doing things for others.

Giving and doing can result in a feeling of entitlement, where they give to get, expecting the return of whatever good they have brought to others.

### Sexual Subtype

This subtype loves attention.

They give by shows of affection and by spending time with those they are focused on.

They make themselves attractive to be lovable.

They can be very flirtatious, and are very good at making the other person feel special.

On the down side, if this attention is not reciprocated, they can become controlling and manipulative.

### The 3

Succeeders are compulsively motivated by the need to feel successful in the outer world.

To be affirmed, to distinguish themselves from others, to have attention, to be admired, to impress others.

#### **Review of the Three**

People of Enneatype Three need the admiration of others in order to feel worthy; indeed at a very deep and largely subconscious level, Threes feel as though they need to see themselves reflected in the eyes of others in order even to exist.

At the very center of the type Three fixation then, is a fundamental confusion about the difference between appearance and reality, image and substance, who they are and who they are taken to be.

### **Review of the Three**

Focus of attention: looking successful by fudging or distorting margins of the truth; delegating responsibility and claiming credit; being productive and efficient; achievement and exaggerating their importance; public acclaim; reframing failure in the positive, eliminating any failure, competition, all about me; usurping other people's hard work and success.

Threes are people who adopt an ideal of success and attempt to embody it.

As modern western culture is pluralistic, there are many possible ideals from which the Three might choose.

Whichever ideal is chosen however, it is something which, by its very nature, is approximated by just a few.

Threes are therefore forced to compete.

Language: achievement, success, winning, goals, efficiency; completion of tasks; doing.

### **Review of the Three**

Threes tend to pursue their chosen ideal with zest, determination and focus.

They believe in their innate abilities and are optimistic about their prospects.

They tend to be good networkers and know how to rise through the ranks.

They know how to present themselves, are socially competent, often extroverted and sometimes charismatic.

Many Threes subtly and even unconsciously alter their self-presentation to appeal to the particular person or audience with whom they are engaging.

In the process of doing so, they sometimes lose touch with who they really are.

### **Review of the Three**

Threes frequently are successful, at least as defined by their chosen system of values.

They tend to be doggedly determined and are not easily deterred by failure.

Lance Armstrong, whose success has even managed to be inspirational, is a good case in point.

But while Threes do tend to be “successful,” sometimes even extraordinarily so, they are often secretly afraid of being or becoming “losers.”

It is not surprising then that Threes can sometimes find intimacy difficult.

Their need to be validated for their image often hides a deep sense of shame and confusion about who they really are.

Having achieved success, Threes can begin to wonder whether they are truly loved for who they are, rather than for what they have achieved or how they appear.

### **Review of the Three**

Threes tend to be large hearted, generous and likable, but they are often difficult to really know.

Threes get in trouble when they confuse true happiness, which depends on inner states, with the image of happiness that they so easily project.

When Threes are out of touch with themselves; it is as if they had an inner checklist to determine the extent of their well being: good job – check, attractive spouse – check, beautiful children – check.

The attainment of the image never quite satisfies, and the greater the disjunct between the Three's image and who they feel themselves to really be, the more likely the Three is to experience psychological disturbances of various kinds.

### **Review of the Three**

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### **Review of the Three**

Traditionally, Threes are said to harbor the vice of “deceit.”

This vice doesn't necessarily refer to dishonesty in the conventional sense, and certainly many Threes are ethical in that sense of the term, although some, of course, do adopt lying as one means of achieving success.

The central deception of the Three however, is that which the Three engages in by mistaking the image he or she projects, for the reality of an inner life, and for seducing others into making that same mistake.

Healthy Threes manage to embody valuable ideal qualities without losing contact with their depths and they inspire and encourage others to live up to their own individual ideals.

They are generous with their time and energy and are willing to help others actualize their potential.

### **Review of the Three**

When they begin to realize that “success” is not fulfilling them, they immerse themselves in activity in order to distract themselves from their growing sense of inner emptiness.

Increasingly cut off from their depths, they become glib and superficial.

As they descend into narcissism, they can become cold blooded and ruthless in pursuit of their goals.

### **Review of the Three**

Threes with the Two wing are warmer and more people oriented than those with a Four wing.

They are generous and expansive and usually have a large number of friends and acquaintances.

Classic extroverts, they intuitively know how to connect with others at an emotional level; they tend to use this ability to further their personal and professional goals.

Threes with the Four wing tend to focus their energy on projects rather than people, although they still have a fair amount of social energy.

The introspective energy of the Four wing is difficult for the Three to integrate.

Consequently, Threes with a Four wing sometimes attempt to escape it's pressure by way of workaholism.

## **Review of the Three**

Diagnosable Psychiatric disorders for the Three:  
Narcissistic Personality Disorder (DSM 658).

### **The 3 Instincts and the 3**

Enneatype Three belongs to the feeling/image triad of 2-3-4, the Approbation Group.

The fear of being unlovable and the concern with validation are expressed differently with the different instinctual stackings.

With the self-pres instinct dominant, the need for validation is tied to material possessions.

Feelings of safety and security are tied to the Three's always having enough and to being seen by others as having enough.

### **The 3 Instincts and the 3**

When the social instinct is dominant, the concern with validation of image is accentuated, so there is generally a competitive nature to social Threes.

Social Threes may go to great lengths to further the image of themselves as being successful. In the social Three, since image validation is accentuated, we find a subtype that can be very competitive when it comes to social status.

The sexual Three is competitive in the area of physical attraction. Their focus is on being seen as someone who is able to attract and secure a mate.

### **The 3 Instincts and the 3 Self-preservation/Social**

This subtype is the most reserved and introverted of the subtypes of enneatype Three, and possibly the hardest worker.

They generally put a great deal of effort into their work, excelling at whatever they choose to do.

They usually do what it takes to rise to the top.

#### **Self-preservation/Social**

There is a strong desire to excel, although the areas chosen may differ widely from one Three to the next.

These Threes are competitive in a quiet way.

On the high side, they can be very generous with what they have learned and acquired.

The driving motivation for their hard work comes down to their fear of not being good enough.

### **The 3 Instincts and the 3**

Self-preservation/Social

Self-preservation Threes seem to feel that if they get that promotion, have enough money or buy a big enough house they will then be lovable, admired by others and finally stop feeling like a failure.

Self-preservation/Social

The false belief that they are what they accomplish is the driving force behind the behavior of Self-preservation/soc Threes.

Sometimes, this subtype comes to the realization that all of their hard work won't change what they fundamentally feel inside.

### **The 3 Instincts and the 3**

#### **Self-preservation/Social**

They learn to prioritize other aspects of their lives. They slow down and begin to accept themselves as they are.

As the sexual instinct is last, less energy is available for intimate relationships.

These Threes can therefore have a hard time with intimacy until they learn to slow down and prioritize their relationships.

#### **Self-preservation/Sexual**

This subtype also focuses on material success but is overall less concerned with status.

These Threes often try to do it all, be the perfect mother or father for instance, while working many hours, and maintaining relationships with friends and family.

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### **The 3 Instincts and the 3**

#### **Self-preservation/Sexual**

This subtype is prone to double and triple booking the hours of the day.

Their sense of style is quite apparent.

You may see them having quite a talent for design and creativity especially, where it comes to their homes and appearance.

#### **Self-preservation/Sexual**

They take their relationships seriously, but when unbalanced can become cold when their Self-preservation instinct is threatened in any way.

With the social instinct being last, they can have a distrust of new people within their circle of influence.

Their focus is not naturally in the social arena, so this can unnerve the Self-preservation/sexual Three.

### **The 3 Instincts and the 3**

#### **Social/Self-preservation**

The social instinct combines with the dominant Threeness and accentuates the desire for external validation.

This Three derives validation from peer admiration due to high social rank.

#### **Social/Self-preservation**

Of course, the actual sources of admiration (money, a large house, college degrees, flashy cars, etc.) will vary greatly depending on the individual life circumstances. However, the goal will always be on attaining an enviable status in the eyes of others, which necessitates a degree of conformity to the norms of the individual's culture.

### **The 3 Instincts and the 3**

#### **Social/Self-preservation**

For example, a social/Self-preservation Three born in American society will likely strive to epitomize the “American dream” by embodying all the qualities most Americans currently associate with perfection.

These Threes will work tirelessly to find an attractive mate, attain a beautiful home, drive a high status car, and, of course, possess a physically appealing appearance.

#### **Social/Self-preservation**

The bottom line is, unless the social Three perceives their status as being “exceptional” compared to their peers, they feel utterly valueless; there is no middle ground.

This stems from the Three's fear that they are inherently empty and must continuously prove their worth by receiving validation.

### **The 3 Instincts and the 3**

#### **Social/Self-preservation**

The social Three thus focuses their energy on the arena of social status.

When backed by the Self-preservational instinct, the need for material stability is intensified.

For this stacking, status will invariably be associated with wealth.

This often leads to a tendency to have lucrative, highly-respected careers in fields such as medicine, law, etc.

#### **Social/Self-preservation**

Self-preservation in the secondary position can also lead to fears and preoccupations with health and safety when the social needs are believed to be unmet.

### **The 3 Instincts and the 3**

#### **Social/Self-preservation**

Having the sexual instinct in the last position diminishes this type's need for intimacy and intensity.

Being social types, however, this subtype of Three can mimic a sexual variant's vivaciousness and out-reaching.

However, they sometimes lack the resources for sustained intimacy, because the social and Self-preservation needs will trump the effort for closer bonds.

#### **Social/Self-preservation**

When this subtype is functioning in HG, they can become very generous and can direct their high energy and enthusiasm into the social sphere with extremely positive results.

### **The 3 Instincts and the 3**

#### **Social/Sexual**

This stacking will cause most of the social variant issues described for the social/Self-preservation to manifest. The primary differences will be in the arena of interpersonal relationships. Because this is still a social subtype, this Three will strive for the accumulation of wealth in cultures where there is social validation for wealth.

#### **Social/Sexual**

The motivation for attainment of material wealth will be derived less out of need for stability and more purely from the desire for social admiration.

As with all Self-preservationervation last types, this Three will find it difficult to expend sufficient energy in practical matters, except where there is social pressure to do so.

### **The 3 Instincts and the 3**

#### **Social/Sexual**

Therefore, just as with the social/Self-preservation Three; this Three will have an desirable home; but most likely it will fall into disarray when visitors are not expected.

With the social/Self-preservation stacking, there is more internal motivation (stemming from the self-preservation instinct in the secondary position) to maintain order and stability for themselves.

With this soc/sexual subtype the motivation to keep up appearances is more purely external.

This type can still be materially successful, but they will not be as directly focused on this goal as the social/Self-preservation Three.

There will be many occasions where the lure of enjoyment (even excess) will take precedence over the need to stay on the "straight and narrow."

Focus on interpersonal relationships, as well as longing for intensity of experience is far more pronounced in this type of Three than in the social/Self-preservation.

### **The 3 Instincts and the 3**

#### **Social/Sexual**

Having the social instinct backed by the sexual instinct creates the most playful energy combination, making this Three seem somewhat like a Seven.

While social validation is still the primary focus, sexual validation as well as intimacy are also sought, and it is more likely for this subtype to choose “impractically” in the area of relationships (though they may keep their more “socially unacceptable friends” hidden from public scrutiny.)

### **The 3 Instincts and the 3**

#### Sexual/Self-preservation

The outward sexual energy coupled with the secondary Self-preservation energy can cause these Threes to focus on projecting an image of themselves to the world.

They will seek validation in the area of their persona.

This subtype can appear almost Four-like.

They can be dramatic and appear introspective, especially with the Four wing. There is an on and off quality to these Threes.

They can be very emotional and then become very business like.

It's not uncommon to find this subtype in the arts, especially as actors, singers or performers.

### **The 3 Instincts and the 3**

#### **Sexual/Self-preservation**

This type especially wrestles with the authenticity of the persona/image they create.

On the one hand, the image protects the real self, but at the same time they hate the image they project.

This subtype is likely to be in a constant state of flux when it comes to the image they project and for this reason, they run the risk of burn-out and disillusionment.

They are more prone to depression than the other subtypes.

The focus of this subtype is less on material gain.

The basic fear for this type is loss of intimate love.

The sex/soc subtype, like the sex/Self-preservation, lacks trust in their intimates.

Because they feel unworthy of true love, they don't believe that anyone can love them solely for themselves.

### **The 3 Instincts and the 3**

#### **Sexual/Social**

Therefore, they continuously strive to hold onto their intimates' admiration, deluding themselves that if they are admired, they may become worthy of love.

They do this through vigorous maintenance of their appearance, achievements, etc.

Ageing is often especially difficult for this subtype.

This insecurity leads to an incessant need for reassurance from intimates, in the form of words of affirmation or time spent together (to the exclusion of others).

This insatiable need often leads to intense jealousy, which only serves to distance others from them, thus erroneously affirming the Three's basic fear that they are unworthy of true love.

### **The 3 Instincts and the 3**

Sexual/Social

While they share a lot with the sex/Self-preservation Three, the secondary social instinct adds an element of competition when it comes to questions of desirability. This subtype likes to be seen as the alpha male or alpha female.

This is the belief system that drives much of Hollywood. Sharon Stone in Basic Instincts is a good movie example.

Intimate subtypes spend a great deal of time, effort and money to fit the cultural norms of what it means to appear sexually attractive.

Note the cultural norms.

Remember, Threes define success as others do, they don't have their own definition.

### **The Sexual Three**

So if the culture calls for the vacant look, or the gaunt look, that's what they strive for, even if nature did not quite endow them with that.

And if culture says you should be tall and you are short, then you're really hurting.

Intimate Threes often have a difficult time with personal relationships because they are playing roles to fit the cultural ideal of a perfect lover.

They have a constant anxiety about their performance. Obviously, sexual performance plays a central role in this effort.

For a while that can be adequate, but the partner gets a sense of the self-preoccupation that underlies the whole enterprise and becomes angry.

The constant implicit self-reference (how am I doing?) can undermine the relationship.

### **The Sexual Three**

Sometimes the relationships can last for quite a while, because while the Three is altering behavior to be the perfect lover, that looks and feels like the attention of a genuine lover.

(S/He is trying...the partner says inwardly).

The narcissism is hard to spot because the Three is trying to please the partner.

Another reason the narcissism is hard to discern is that the influence of Hollywood's movies on our emotional relationships is significant and the intimate subtype is practically a protective coloration in relationships.

If you look, smell, feel, taste and sound right, it is really hard to discern that your emotions are not real.

### **The Sexual Three**

These are sometimes the "perfect" marriages that break up.

Ken and Barbie.

Intimate Threes are often highly fashion conscious.

They devote an enormous amount of energy to looking the way they should.

One of the ways to tell a high energy Three from a high energy Seven is the amount of attention they pay to appearance.

Sevens are quite self-referential and don't usually have quite the eye for what is culturally correct.

If intimate Threes are not in a committed relationship, they tend to broadcast sexual attraction and can frequently indulge in a multiple liaisons.

### **The Sexual Three**

But when sexual attractiveness is a means of establishing self-worth, then sexual expression can be radically flawed because it is self-aggrandizement, not abandonment.

And intimacy can be seen as a means of engendering envy (my date is more attractive than yours, I am superior because I can attract more culturally precious people).

When all the girls in high school want to date the same quarterback, it is not for the sake of genuine intimacy. And when the movies describe a person as a "catch," that is not for the sake of genuine intimacy.

That is the compulsion of the intimate subtype Three. It is a recipe for divorce or least an assignment to grow up of major proportions.

This preoccupation with looking like the perfect male or female stems from an amalgamation of Sexual HAM added to the Approbation HAM of those with the "Desire to Excel".