



# Winning Ways

## The Enneagram - Identifying & Maximising Your Personal Success Formula

The Enneagram is an ancient, powerful and dynamic personality system that describes nine distinct and fundamentally different patterns of thinking, feeling, and acting. It explains why we behave the way we do and reveals those unconscious motivations that can both help and hinder our lives.

The word "ennea" is Greek for nine and "gram" means a figure or something drawn. Hence, the Enneagram is a diagram with nine points representing the nine personality patterns. Each of these nine patterns is based on an explicit set of perceptual filters that determine our worldview. Underneath each of the nine patterns is a basic proposition or belief about what we need in life for survival and satisfaction.

As you discover your personality type and the underlying basic proposition, you will also discover what motivates you, your coping strategy, and keys to personal development.

You will communicate and interact with colleagues in a far more realistic and constructive way; empathising with their personality type and the behaviours, views and actions that their personal make up drives.

### Introduction to the Enneagram

Through a steady and safe process of listening, reading, discussion and self-exploration you will discover where you are on the Enneagram and how this can further your relationships with others and yourself.

### Enneagram Sub-types

The next stage of the programme sees us taking the Enneagram to a deeper level and exploring the Sub-types of the Enneagram.

Who you are speaks so loudly, I  
can't hear what you are saying

*Ralph Waldo Emerson*



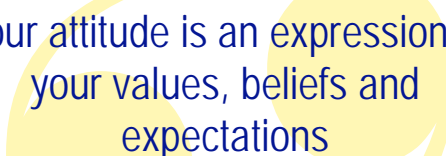
Each type has three key sub-types, and each person has one which they lean towards more than the other two. Each of these sub-types are expressed in a certain way by the different types. An understanding of these is invaluable in making sense of the qualities that make your type so unique to you as an individual.

### Enneagram Defence Mechanisms

The 9 Defence Mechanisms are recognised as common psychological defences that are used by everybody in general. In the Enneagram, each one of these defences is particular to each type and this will help you to go further in your understanding of the way your own type operates for you. We will continue to deepen the exploration of the Enneagram, developing your comprehension of your instincts and how the positive and negative elements of them are expressed.

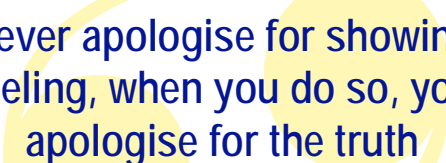
As you complete the programme you will go away with an intellectual, emotional and instinctive awareness of how your personality works for and against you. With this comes an appreciation of what can be done on a practical level to improve your relationships with others and your effectiveness as a resourceful human being.

In the words of Sidney Madwed, "If you want to be truly successful, invest in yourself to get the knowledge you need to find your unique factor. When you find it and focus on it and persevere, your success will blossom."



Your attitude is an expression of  
your values, beliefs and  
expectations

*Benjamin Disraeli*



Never apologise for showing  
feeling, when you do so, you  
apologise for the truth

*Benjamin Disraeli*