

TYPE THREE



Threes organize their lives to achieve specific goals and to appear successful in order to gain the respect and admiration of others.

Four Questions

If you answer Yes to three or four of these questions, your likely Enneagram is type Three.

1. Do you create goals and plans easily and feel lost if you don't have these?
2. Are you good at reading your audience and making adjustments as needed?
3. Do you believe your value comes from what you do and accomplish?
4. Do you focus on work and tasks and think that dealing with emotions for too long is a waste of time?

Strengths | energetic | entrepreneurial | confident | results oriented

Development areas | competitive | abrupt | overly focused | selectively disclosing

Threes search for success and avoid failure at all costs. Symbolized by the target, Threes take steady aim at their goals, develop a plan for hitting the bull's eye, and then do everything they can to hit their mark.

High energy, confident, and achievement-oriented, Enneagram Threes focus on results they believe will bring them the respect of others and on efficient and effective plans for accomplishing these goals. As a result, they create a persona of confidence and success, but often at the expense of being completely genuine. They lose touch with their deeper feelings and sense of who they really are, confusing their "public" image with their real selves.

Although all Threes share a success orientation and constant need to have goals and plans, there are also differences among them. Some Threes are highly self-reliant, strive to be the model of a "good" person, and create an image of being authentic and having no image; other Threes create an image of being high status, having prestige, and being important as a result of their ability to perform and their credentials, position, and high-influence friends; and some Threes focus more on creating an image of being extremely attractive in a highly masculine or feminine way, having less need for visibility and a greater desire to support the success of important people in their lives.

The Three's interpersonal style is one of having a convincing, deliberate, and confident stage presence. They convey their ideas in a well-conceived and highly self-assured way, have strong social skills except when they are stressed – at which times they can be cold and abrupt – and often appear as if they were born to give public presentations.



While we can all be results-oriented and have difficulty differentiating between what we do or how we try to appear and who we really are, for Threes, the search for success and the avoidance of failure is their primary, persistent, and driving motivation.

Core development areas

- Deeply exploring your inner thoughts, feelings, and experiences in order to become more genuine
- Going more with the flow of events and experiences and being less driven to continuously try to make things happen
- Learning the difference between doing and being, and appreciating yourself for who you are rather than for what you do

Three great development ideas

Take the time to get to know yourself.

Make a commitment to spend at least 30 minutes each day just “being.” This means not working or doing any activities in which you focus on something external (such as watching a film or going shopping). If you don’t quite understand the idea of “being,” ask three people who are very different from you what this concept means to them, and how they go about simply being. Experiment with some of the ideas they suggest.

Learn to avoid overidentifying with your work.

Make a list of answers to this question: Who am I? Now place a checkmark next to all the items that reflect roles you play, such as spouse, worker, and family member. How many items on your list are not roles? Now answer this question: If I am not the roles I play, then who am I? Keep adding to this list on a daily basis, and commit to appreciating that who you are is far more than just the roles you play.

Acknowledge your weaknesses.

When you are feeling concerned, anxious, or sad, can you admit this to someone else? Can you admit to and discuss your mistakes or failures? If your answer is yes, then practice doing this even more. If your answer is no, then seriously consider what in you keeps you from doing this. Imagine how you would feel if you could allow yourself to acknowledge and share more of your weaknesses. Commit to discussing at least one of your weaknesses or areas of anxiety with one new person each day.