

Enneagram Type Three Description

Click on a link below to go to that section of this page:

[In-Depth Description of Enneagram Type Three](#)

[Career Talents, Values & Interests for Enneagram Type Threes](#)

[Natural Gifts and Talents of Threes](#)

[Some Life Values of Threes](#)

[Careers That Especially Interest Threes](#)

[Relationship Compatibility for Threes with Other Types](#)

[Things Threes Can Do to Help Themselves Grow](#)

[Type Three's Wing Descriptions](#)

[Type Three's Subtype Descriptions](#)

[Heart and Defensive Points/Arrows for Type Three](#)

In-Depth Description of Enneagram Type Three

An explanation of the Core Enneagram type can be found [here](#), which opens in a new window.

Common Descriptive Names: (1) The Achiever, (2) The Performer, (3) The Motivator

Unconscious Fear for type Three: Of being worthless (apart from their achievements)

To compensate for their Unconscious Fear an Unconscious Desire arises.....

Unconscious Desire for type Three: To be valuable and desirable (as measured by the favorable responses they receive from others)

For a comprehensive summary of each Enneagram type and the major aspects of this system, click on "[The Enneagram Cheat Sheet](#)," which opens in a new window.

As our personality was forming in early childhood we each developed limiting subconscious beliefs about ourselves, others and the world. For example, your mother or father might have yelled at you "Get your hands out of there!" or "You should be ashamed of yourself!" or "Stop being such a cry baby!" If you had really loving parents you might have heard, "Don't touch that, it's hot!" or "Don't do that, you might hurt yourself!" We also developed limiting beliefs about others. Growing up you may have heard, "I don't want you to play with those kinds of kids" or "Salesmen are sleazebags" or "Politicians are so duplicitous and two-faced." We also developed limiting beliefs about the world. Newspapers and television constantly bombard our minds with reports of scandals, crimes, wars, economic crises, natural disasters, and political corruption. Does this help us believe the world is a loving, safe place to live? Of course not. One way or another, none of us escaped childhood without some limiting subconscious beliefs. Your Enneagram type identifies some of the strongest subconscious beliefs that you've developed over time based on your distorted perception of reality.

The following subconscious beliefs of Threes stem from their unconscious fear and will continue to drive their personality until they learn to reprogram their subconscious beliefs, which will be talked about in the article on "[The Law of Attraction](#)."

Limiting Subconscious Beliefs for type Three:

- My worth depends on my achievements.
- True feelings are not to be expressed if they make you look bad.
- My value is dependent on the positive regard of others.
- It's important to present a winning image.
- It's up to me to "make it" in life.
- To be loved I must be successful, a winner.

Core Coping Strategies for Threes: (where Threes focus their attention because of their subconscious beliefs)

- Intense focus on tasks, goals, achievement, and success
- Manage time for maximum efficiency and productivity
- Work exceptionally hard and compete to be the best
- Can be extremely focused and work diligently
- Know how to present something in a compelling and acceptable way
- Repress feelings for maximum performance and results
- Present a winning personality that people will admire
- Meet challenges by being extremely adaptable. Threes adjust their behavior and affect to meet expectations and succeed

Here's a brief profile of some healthy, very healthy, average, unhealthy and destructive type Three traits.

Healthy Threes are highly productive, naturally self-confident, optimistic and unpretentiously self-assured. They have an attractive, winning personality. They're energetic, enthusiastic, diplomatic and often very charismatic and popular. They are tremendously hard-working but they're also extremely effective at time management and delegating responsibility so they get more done in a day than most people do in two or three days. If Threes work with other people, they can be extremely good at building company moral and improving team spirit since they have a positive, can-do attitude. They are curious, adaptable and like to be in the know about what's going on in the world. Healthy Threes want to make something of themselves so they invest a lot of time and energy into improving themselves and their lot in life. Healthy Threes are charming, have good manners and know how to "win friends and influence people." They are sociable, personable, likeable people who put their best foot forward and present themselves well. They also know how to motivate, promote, market and communicate exceptionally well. They can embody widely admired cultural values whichever country they happen to live in (such as attractiveness, physical fitness, wealth, fame, popularity and philanthropy in the U.S.). Healthy Threes are truly inspiring and many people aspire to be like them.

Very healthy Threes like Deepak Chopra* and Jack Canfield* are honest, inspirational, authentically self-confident, self-accepting, inner-directed and humbly self-assured. They have intrinsic self-worth and genuine self-esteem that has come from developing their talents fully and using them wisely. They have gotten in touch with their deeper feelings and thus can be vulnerable, tender, affectionate, self-revealing and intimate with others. Very healthy Threes believe in themselves like no other type and always strive to be the best they can be at whatever they do under any circumstance. As a result, they enjoy a fulfilling personal and professional life, becoming outstanding models of excellence and accomplishment. They are supremely proactive and often use their talents and money to further causes they believe in.

* My speculations based on their lives and my experience with the Enneagram

Average Threes fear being overshadowed by others so they strive harder to be noticed, to distinguish themselves. They are competitive, driven for success and highly concerned about standing out from

the crowd, looking good, being somebody. They seek recognition for their accomplishments and constantly compare themselves to others to see how they are doing. In their drive for success they can become pragmatic, task-focused workaholics, putting their feelings and personal values aside for the sake of achieving the recognition they so covet. But they can fear that others are out-doing them so they work harder and longer, sometimes neglecting their family and/or health, although their appearance is important to them too so some do make time to workout. Their career is extremely important to them as it becomes their vehicle for making a name for themselves. Professional achievement and social recognition can become all consuming for average Threes. Some average Threes are driven by status and prestige while others are more concerned with having material security or being successful in the eyes of their family or those they admire.

Average Threes can be image-conscious and need to look good. They may buy a large house in a prestigious neighborhood or an exotic car (that helps them stand out of course) or go for a glamorous career (like being an actor or actress) or get more credentials and degrees to impress others. If they are athletic (many top-notch athletes are Threes) they will be concerned with setting records, winning the trophy or being the best in some way. They may even be concerned about how the people in their lives reflect on them. How they are perceived is very important.

Average Threes like to learn about human behavior techniques, success strategies, winning formulas, methods of negotiation and persuasion or anything that will give them an edge on the competition, help them win people over or allow them to rise to the top and make a name for themselves. They can be smooth talkers, saying or doing whatever they believe will work in a situation.

Average Threes can be out of integrity with themselves concerning who they are in public versus who they are in private. It's all driven by the need to impress and look good. In public they are highly concerned about projecting a winning image, saying the right thing, being likeable, being popular and adjusting their behavior and affect to suit the person or situation they are in. However, in private with family, under pressure they can be impatient, edgy, cold, calculating, preoccupied and short tempered, especially if bothered while working. Many average Threes have focused more on persona development to win recognition and praise rather than character and soul development to value themselves. They don't know who they are apart from the images they project to others. As a consequence, they can have problems with intimacy in a relationship (and I don't mean sex) because they fear that their charming, "I've got it all together," public façade could be seen through and then they'll lose face. True intimacy is about being REAL with each other and average Threes have a hard time opening up their heart, sharing personally, being emotionally vulnerable or bearing their soul to their partner. They feel the need to keep the relationship upbeat and action-oriented so that messy feelings don't get in the way.

Unhealthy Threes want to convince others (and themselves) that they are as successful as the image they project. They are desperate for attention, recognition and validation. They are narcissistic and often talk about themselves a great deal. They become superficial, self-promoting and self-important. They can be ostentatious, pretentious show-offs with grandiose expectations of themselves. They don't just want to be successful, they want to be famous, a star. They have to inflate their talents and accomplishments to impress people and bolster their low self-esteem. They can be dishonest, arrogant and contemptuous to defend their fragile ego.

Destructive Threes do whatever is necessary to support their empty, fraudulent claims. They have such an extreme fear of failure that they become deceptive and their life becomes a web of lies. They are so detached from their Essential nature (higher self, Divine Being, etc.) that they become devious, duplicitous, unscrupulous, exploitative and opportunistic. They don't want anyone to realize how troubled they are so they desperately try to convince others that they still have it all together by making up impressive stories about their nonexistent wealth, fame and success. They can become true con artists, imposters and swindlers. Even destructive Threes can still be charming and smooth talking so some people can be deceived by their concoctions and under-handed schemes. At worst they can become hostile, malicious, vengeful and psychopathological.

➤ [Back to the top](#)

Career Talents, Values & Interests for Enneagram type Threes

I want to say from the outset that the Enneagram is one system among many powerful ones that can be used to help people understand their vocational talents, values and interests by understanding WHO THEY ARE INSIDE!

Arnold Schwarzenegger and Oprah Winfrey are two famous Enneagram Threes but look how different they are based on other systems (click on the links below to see what I mean):

SYSTEM	ARNOLD SCHWARZENEGGER	OPRAH WINFREY
	Arnold S. Biography	Oprah Winfrey Biography
Temperament system	Bold Orange	True Blue
Myers-Briggs system	ESTP	ENFJ
Dosha Type system	Pitta-Kapha type	Kapha-Pitta type
Aura Colors system	Green/Yellow	Violet/Yellow
Multiple Intelligences system	Bodily-Kinesthetic, Interpersonal	Verbal-Linguistic, Interpersonal
Numerology system	born on the 30th of the month	born on the 29th of the month
Numerology system	31/4 Life Path	31/4 Life Path
Astrology system	Sun conjunct Pluto	Mars square Pluto
Astrology system	Sun conjunct Venus	Moon opposition Jupiter
Astrology system	Arnold's Astrology Report	Oprah's Astrology Report
Michael system	(Young Soul) Warrior	(Mature Soul) Priest

Go to [Famous People Analyzed](#) for more information on these famous people. If you are interested in vocational guidance yourself then go to that area of this website by clicking on the following link: [Vocational Guidance](#).

So, what DO Arnold Schwarzenegger and Oprah Winfrey have in common, both being Enneagram type Threes?

All Threes organize their lives around achieving goals so that they can gain recognition and admiration from others. Whatever occupation Threes do they want to be recognized as one of the best at what they do (if not the best!), even if they are a homemaker, a monk or a nun! Threes truly believe they will be successful at whatever they attempt so consequently they usually are. Threes seem to be born with many of the qualities that naturally lead to success – self-confidence, drive, ambition, determination, a goal focus, efficient industriousness, persistence, charm, charisma, personality, tact and the ability to network and market themselves in an appealing way. **Doesn't that sound like both Arnold Schwarzenegger and Oprah Winfrey?**

Threes can have either a Two wing or a Four wing. **Arnold Schwarzenegger is a [Three with a Two wing](#) and Oprah Winfrey is a [Three with a Four wing](#).** If, after clicking on the previous links, you feel that you are more of a Three with a strong Two wing, look at what Enneagram type Twos need for career satisfaction as well. If you feel you are more of a Three with a strong Four wing, look at what Enneagram type Fours need for career satisfaction as well.

Average to unhealthy Threes can be workaholics because they are so motivated by the need for personal recognition and admiration. Imagine that your self-worth, your whole sense of identity even, was wrapped up in being successful in your career (and every other aspect of life too, actually)! What might that cause some Threes to do? Some might be so driven to succeed at all costs that they become overly competitive, opportunistic, unprincipled and deceptive. They might lie to impress people about how successful they are when they really aren't. They cut corners at work to save time and money. They might create a product or market themselves with the necessary skills or expertise to do the job.

Healthy Threes are motivated by the need to live up to their own potential. They follow their heart and do what they love so often serve as paragons and exemplars of authenticity and inner-directedness. Healthy Threes set an example for others of optimum human potential. Examples of healthy Threes are **Jack Canfield, Joe Montana, Deepak Chopra, Anthony Robbins, Brian Tracy, Dale Carnegie, Zig Ziglar, Michael Jordan, Ben Kinsley, Barbra Streisand, Denzel Washington, Bill Clinton, Christopher Reeve, Rachel Ray** and **Jimmy Carter**.

Natural Gifts and Talents of Threes

As a Three, I have some, or all, of these natural gifts and talents that I take for granted:

1. The ability to believe in myself, think positively and dream **BIG!**
2. The ability to pull myself up by my own bootstraps
3. The ability to develop myself and my potential to be all I can be
4. The ability to "learn more to earn more." Threes naturally want to stay on the cutting edge of breakthrough success technology (check out <http://www.posdev.net/pdn/>)
5. The ability to stay focused on my dreams, goals and desires and anticipate good things happening for me
6. The ability to work hard, persevere and do whatever it takes to succeed
7. The ability to interact well with people interpersonally/socially (I can be very charming)
8. The ability to win friends and influence people (it's great when I'm running for election, interviewing or auditioning for a part)
9. The ability to read people well, build rapport, and make friends easily
10. The ability to multitask (example: ride lifecycle, watch news, read newspaper (business section first?), and network or do business on the cell phone..... at 5:00 am)
11. The ability to initiate, lead and take action to succeed
12. The ability to discipline myself, as necessary, to succeed
13. The ability to focus and concentrate fully when I'm on task
14. The ability to sell, promote and market myself, my services, and my products
15. The ability to motivate, persuade, convince and inspire people
16. The ability to plan and then execute the plan to achieve my lofty goals (I have big dreams!)
17. The ability to positively reframe any setback/disappointment as a great learning experience
18. The ability to juggle many roles and responsibilities in life (in my pursuit of having it all!)
19. The ability to network and make connections (with the goal of helping each other succeed)
20. The ability to identify and capitalize on good ideas and turn them into profit
21. The ability to identify and utilize all available resources at my disposal
22. The ability to perform and play a role well
23. The ability to behave appropriately and diplomatically when out in public
24. The ability to adapt well to sudden changes and shift gears quickly to stay on top of things
25. The ability to work well under pressure

➤ [Back to the top](#)

Work Values

Some of the work values important to Threes are (choose which ones apply to you):

- Challenge
- Commitment to excellence
- Competence
- Contact with others
- Developing self and others
- Excitement and adventure
- Fast pace
- Financial security
- Goal achievement
- Helping people
- High income
- Influencing other people's lives
- Leadership
- Meaningful work
- Ongoing learning
- Personal recognition
- Power and authority
- Prestige
- Professional recognition
- Status
- Time/schedule flexibility

Universal Life Values

Which of the following universal life values are important to you?

- A loving, intimate partnership
- Aesthetics/beauty
- Career fulfillment/success
- Close family relationships
- Close friendships
- Faith/spiritual connection
- Financial security/comfort
- Good health/wellness
- Good physical fitness
- Inner peace
- Integrity/honesty
- Joy/happiness
- Ongoing learning potential
- Service/contribution
- Creativity/originality
- Time freedom/independence

Some Life Values of Threes

Some of the life values important to Threes are (choose which ones apply to you):

- A can-do attitude
- Accomplishment
- Achieving goals
- Admiration
- An enterprising spirit
- Being desirable
- Being influential
- Being the best
- Belief in themselves
- Determination to "make it"
- Developing human potential
- Distinction
- Eminence
- **Emotional Intelligence**
- Excellence
- Excitement
- Fame (for some)
- Hard-work ethic
- Having it all
- Helping others succeed
- Living the good life
- Looking good (in every way!)
- Optimism
- Personal growth
- Physical attractiveness
- Popularity
- Positive thinking
- Prestige
- Prominence
- Recognition
- Renown
- Reputation
- Self-confidence
- Status
- Success
- Wealth (for some)

➤ [Back to the top](#)

As a Three, career satisfaction means doing work that.....

1. Allows me to work with people who are goal-oriented, competent, optimistic, quick-thinking, action-oriented and motivated to be successful.
2. Allows me to work with a boss who is enterprising, success-oriented and is on the lookout to quickly promote high achievers with potential.
3. Allows me to work with a boss that doesn't micromanage, gives me freedom to take initiative and even allows me to take some calculated risks with big potential payoffs.
4. Is fast-paced, stimulating and results-based.
5. Is prestigious (or at least well-regarded by society at large) and lucrative.
6. Offers life-long learning, plenty of personal growth opportunities and unlimited potential.
7. Offers managerial and/or leadership potential and allows me to move up quickly.
8. Rewards drive, hard work, persistence and productive results, with public recognition, financial compensation and promotion opportunities.
9. Provides opportunity for me to network with powerful, influential people.
10. Doesn't require a lot of frustrating inefficiency or tedious detail work.

Sample Type Three Personal Mission Statements

Most people don't have a personal mission statement which is why I am including some here based on each Enneagram type's innate gifts, talents, interests and values. A personal mission statement is nothing more than a brief written statement of your overall purpose in life, your personal vision for who you want to be in and for the world. Helen Keller once said, "The most pathetic person in the world is someone who has sight but has no vision." I would use the word pitiable (as in evoking compassion) instead of pathetic but otherwise I agree with her. Without a "why" to live for that makes a unique contribution life quickly becomes empty and meaningless. Ways to find your purpose in life are developed more fully in the [Vocational Guidance](#) section. What follows are parts of personal mission statements from Threes. You may notice a repeating theme.

1. My mission is to revolutionize the human potential movement and inspire others to dream bigger
2. My mission is to teach the principles of success
3. My mission is to motivate and inspire people to live the life of their dreams
4. My mission is to find success and fulfillment through purposeful and productive living
5. My mission is to slow down my "doing" and enjoy just "being" with loved ones and friends
6. My mission is to be an inspirational author on the power of positive thinking and the magic of thinking big
7. My mission is to be one of the best cooks in the world and inspire people to go after their dreams with my own TV show
8. My mission is to help people enhance their physical attractiveness with plastic surgery
9. My mission is to teach people how to become financially independent by buying real estate
10. My mission as a dynamic motivational speaker is to inspire people to realize their infinite potential

➤ [Back to the top](#)

Careers That Especially Interest Threes

Enneagram Threes can be found in many different occupations but there are certain occupations that they are drawn to because of their natural gifts, talents and values. Here is a list of some of them.

Any job that teaches people how to have it all and develop their full human potential.

- Executive coach
- Landmark Education leader
- Life coach
- NLP coach/seminar leader
- Personal development guru (likely examples: Werner Erhard, Brian Tracy, Anthony Robbins, Zig Ziglar, Dale Carnegie, Deepak Chopra, and many of the Nightingale Conant authors)
- Success seminar leader
- Corporate trainer
- Writer (especially of books on how to be successful, gorgeous, wealthy, perfectly healthy or deeply spiritual)

Any job in the public eye (entertainment field, media, politics, big business, etc.).

- Actor/Actress
- Agent/manager (of star performers)
- CEO or president of a large organization
- Dancer (especially for music videos, famous musicians, etc.)
- Director (stage, motion picture, TV)
- Disc jockey
- Film/TV producer
- Model
- Motivational speaker
- Movie star
- Performer
- Politician
- Professional athlete
- Radio talk show host
- Singer
- Sportscaster
- Talk show host
- TV anchor/newscaster
- TV broadcaster
- TV host/hostess

The American culture equates wealth with success so any job involving money, and particularly making lots of it, appeals to some American Threes (especially Threes with a Two wing or Threes that grew up feeling shameful of being poor).

- Most of the jobs from the "in the public eye" section above
- Bank president
- Day trader (in the stock market)
- Financial planner/investor
- Multi-level marketer
- Real estate agent or broker
- Real estate developer
- Stockbroker
- Venture capitalist

Any job that is highly respected and valued in the culture of the Three is appealing. In America, occupations requiring professional credentials, special skills or advanced training are especially valued by Threes. In America some of those occupations are:

- All Ph.D. professions
- Architect
- Business executive
- CPA
- Dentist
- Engineer
- Lawyer
- Medical doctor
- Minister
- Pilot
- University professor
- Veterinarian

Any job related to beautification or health or that makes a person look great is appealing to Threes. Sexual Threes especially enjoy helping people maximize their attractiveness.

- Dancing instructor
- Fashion designer
- Fitness instructor or personal trainer (preferably to executives, celebrities, wealthy people, prominent people, successful people or to "the stars")
- Makeup specialist
- Model

- Nutrition counselor
- Plastic surgeon
- Yoga teacher (especially Threes with a strong Four wing)

Any job involving networking, recruiting, marketing, sales, public relations or creating a favorable, appealing image for a person or product attracts Threes.

- Advertising account executive
- Advertising agent or executive
- Advertising creative director
- Advertising promotion manager
- Entertainment agent
- Image consultant
- Internet marketer
- Marketing manager
- Marketing specialist/consultant
- Media planner
- Multi-level marketer
- Networking expert
- Professional athlete's agent
- Promoter
- Public relations director/specialist
- Publicist
- Publicity writer
- Recruiter (especially talent recruiter)
- Sales agent (especially real estate)
- Sales manager

All leadership positions are appealing to Threes since they have the drive, ambition, self-confidence and desire to lead and be the best!

- Administrator
- Captain
- Chief
- Chief officer (CEO, CFO, COO, CAO, CHO, CIO, CKO, CMO, CPO, CQO, CRO, CSO, CTO, CVO, CWO)
- Commander in chief
- Director
- Leader (especially in business or politics)
- Manager (especially in business)
- Military officer (sergeant, commander, captain, lieutenant, admiral, general, etc.)
- Senior Pastor/Minister
- President of a company or country (like the Three Bill Clinton)
- Principal
- Professional sports coach
- Superintendent
- Supervisor
- Vice President (with an eye on being President of course!)

Being self-employed appeals to many Threes because they are hard working, organized, efficient with their time, personable and know how to market and sell themselves.

- Entrepreneur
- Small business owner

If you are a Three with a Two wing also look at the careers that appeal to Enneagram type TWOS.

If you are a Three with a Four wing also look at the careers that appeal to Enneagram type FOURS.

If you are a Three with a strong Nine arrow also look at the careers that appeal to Enneagram type NINES.

If you are a Three with a strong Six arrow also look at the careers that appeal to Enneagram type SIXES.

Of course there are many more occupations that Threes are attracted to but this is a sampling based on my experience. For much more information on careers please go to my [Vocational Guidance](#) section.

➤ [Back to the top](#)

Relationship Compatibility for Threes with Other Types

To learn more about Type Three's relationship compatibility with other types, click below on the Enneagram type of the other person in the relationship. This will open in a new window.

Type 3 in relationship with Type:

[1](#) [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#)

Things Threes Can Do to Help Themselves Grow

1. Stop from time to time and ask yourself, "What am I feeling?" Let your real emotions surface rather than denying them to be more productive.
2. Learn to moderate your pace. Take time to slow down and detach from performance and goals.
3. Practice looking inward for your own identity apart from success and the expectations of others.
4. Set limits and boundaries on work.
5. Ask trusted friends to tell you when they feel you're being inauthentic or fudging the truth to impress someone or make yourself look good. Ask yourself, "Is this who I am, or am I going for the image?"
6. Really allow yourself to listen and be receptive.
7. Realize that love comes from being, not from doing and having.
8. Work on valuing empathy and connection as highly as status. Be more patient in dealing with your own and others' feelings.
9. Ask yourself what really matters to you, in your work and leisure, and make time to pursue it.

➤ [Back to the top](#)

Type Three's Wing Descriptions

An explanation of the Wings can be found [here](#), which opens in a new window.

Are you more like a Three with a Two-wing or a Three with a Four-wing? Read below to find out.

Type Three with a Two Wing (3w2)

Positive:

- Helpful, Friendly, Generous
- Tuned in to others, Charming
- Perky, Vivacious
- Gregarious – can seem Sevenish
- Socially adept, Encouraging
- Friendly, Generous, Warm
- Can be outwardly emotional

Negative:

- Manipulative, Artificial quality
- Flattering, Seductive, Suave

Type Three with a Two Wing: Threes with a Two wing (3w2s) tend to take on more of the attributes of Twos than of Fours (the other wing), although both wings (2 and 4) can influence their personality. 3w2s tend to be one of the most outgoing, self-confident (seemingly if not actually), charming, gregarious and socially adept of all the wing type combinations. They often **seem like Sevens** because they are vivacious, adventurous, friendly, full of energy and like to engage with others. Unlike Sevens though, 3w2s aren't trying to escape from fear and self-doubt by being compulsively active. Nor are they nonconforming, outspoken and irreverent. Rather, they are more interested in recognition for their good works and admirable achievements that have a positive social perception. When healthy, 3w2s can be encouraging, motivating, bighearted and generous with their time, attention and money. They are tuned in to people and tend to be warmer and more openly sociable than 3w4s. They often have leadership qualities and work hard not only to make a name for themselves but to be of service to others. Sometimes their home life can suffer because they pour so much of their heart and soul into their work. Like 2w3s, 3w2s can be seductive and flirtatious. They want to be desirable and may feel as though part of their value comes from being able to attract others.

Negatively, they can have a big ego and alter their self-presentation to be popular. They want to be highly admired and even adored by people. They know how to turn on the charm and get others to like them. 3w2s are very competitive, although not outwardly so since they are aware of their reputation and how they are coming across to others. They can be boastful, manipulative, possessive and flattering. At their worst, they can be opportunistic and deceptive con-artists and psychopaths.

You may find that you can relate to the description of Type Three with a Four wing also (see below). However, there is a fundamental energetic difference between these two descriptions. See if you can discern which description sounds *more* like you, however slight that difference might be.

Type Three with a Four Wing (3w4)

Positive:

- Career-oriented, introspective
- Serious (can seem Oneish)
- Hard working
- Value comes from the quality of their work
- More humanistic, imaginative
- Intellectual, sensitive, creative
- More self-analysis than 3w2s

Negative:

- Self-doubting, Self-conscious
- Arrogant, Pretentious, Moody

Type Three with a Four Wing: Threes with a Four wing (3w4s) tend to take on more of the attributes of Fours than of Twos (the other wing), although both wings (4 and 2) can influence their personality. 3w4s are usually more introspective, sensitive, self-aware and serious-minded than 3w2s. They are still charming and charismatic with a winning personality like all Threes but there is also a more subdued, self-questioning, contemplative side to their persona. They derive a great deal of their self-esteem from their work, which 3w4s want to be an authentic expression of who they are. They are competitive but it's more about competing with themselves and living up to their high ideals than about competing with other people. 3w4s often **seem like Ones** because they can be quite task-focused, conscientious, idealistic and, at times, perfectionistic. They also take great pride in their work and want to be known for their competence, integrity, professionalism and meaningful self-expression. 3w4s seek to understand themselves more than 3w2s and are often drawn to inner work or artistic exploration as means of self-analysis and self-awareness. Some intuitive 3w4s often switch careers and pursue more humanistic work, such as mentoring, teaching or counseling, if they've had some kind of spiritual awakening experience or life trauma that caused them to re-evaluate their priorities.

Negatively, 3w4s can have tremendous inner tension trying to reconcile their dual personality. On the one hand, they have great ambition and drive like all Threes. They want to shine and appear to have it all together. On the other hand, they can lapse into self-doubt and self-questioning, so characteristic of Fours. At those times they can be very moody, private and self-conscious. At times they can be haughty, pretentious, and arrogant (like unhealthy Threes) and at other times they can be self-absorbed, self-contemptuous and depressive (like unhealthy Fours). This person can therefore seem at odds with him or herself and is one reason why they are often drawn to inner work mentioned earlier.

You may find that you can relate to the description of Type Three with a Two wing also (see above). However, there is a fundamental energetic difference between these two descriptions. See if you can discern which description sounds *more* like you, however slight that difference might be.

➤ [Back to the top](#)

Type Three's Subtype Descriptions

An explanation of the subtypes can be found [here](#), which opens in a new window.

Which subtype are you?

Type #3 Self-Preservation Subtype

This subtype is less driven than the other two subtypes to impress with their sex appeal (like sexual 3s) or social status (like social 3s)

Can resemble 1s sometimes

Positive/Enhancing:

- Hard working, productive, time efficient, goal-oriented, pragmatic (like 1s)
- Provide financial security and stability to others
- Keep physically fit and healthy
- Responsible, willing to make sacrifices, detail-oriented, thrifty (like 1s)
- Conscientious about planning for the future, for themselves and loved ones (like 1s)
- Good team players, get along well with others
- Keep up with latest developments in their line of work
- Continually learning and into self-improvement (like 1s)

Negative/Depleting:

- Workaholism and strong identification with their work (like 1s and 8s)
- Fear of scarcity
- Work long hours to preserve their security and mitigate anxiety (like 6s)
- May want the symbols of success (in the U.S. – a fancy car; a nice, big house in the best neighborhood; designer clothes; name brands, etc.)
- May deceive themselves and others by projecting an affluent image
- Some can neglect relationships and/or health due to heavy workload
- Losing their job or assets, or an illness that stops them from working, can feel life threatening
- Have trouble taking time off from work, relaxing or even slowing down (like 1s)
- At worst, anxiety attacks, work burnout and nervous breakdowns

(For even more insight, learn which “wing” you favor: your [2 wing](#) or [4 wing](#)).

➤ [Back to the top](#)

Type #3 Sexual Subtype

Can resemble Sexual 6s because both are interested in strength (physical and/or intellectual) and beauty

Positive/Enhancing:

- Know how to look attractive: they workout, eat right, pay attention to style and grooming, etc.
- Skilled at one-to-one relating because they are authentic and real rather than pretentious
- Some choose work that helps others become more attractive
- Ambitious and hard working

Negative/Depleting:

- Feel the need to be the ideal gender role model for their culture
- Want desperately to be perfect and ideal in every way but can't play the different roles simultaneously

- Try to allure and impress a romantic interest with their charisma, magnetism, success and confidence
- Want to be envied for having a picture perfect relationship with a successful, attractive, prestigious mate
- Cultivate whatever qualities valued others find appealing and desirable
- Seductive; desire to be valued, wanted and desired
- Alter their behavior in any way necessary to keep their partner interested in them
- Fear being able to live up to the image they are projecting (like Sexual 2s)
- Fear being rejected (like 2s and 4s)
- Crave yet fear intimacy due to hidden feelings of undesirability (like Sexual 2s and 4s)
- Identify strongly with their image; can be show-offs
- Pursue sexual conquests subconsciously believing they will bolster their self-esteem; they don't
- At worst, can be vindictive, promiscuous, jealous, exhibitionistic or even rageful

(For even more insight, learn which "wing" you favor: your [2 wing](#) or [4 wing](#)).

➤ [Back to the top](#)

Type #3 Social Subtype

Positive/Enhancing:

- Polite and diplomatic; self-confident and ambitious
- Excellent social and interpersonal skills; great networkers
- Get along well with individuals and groups that are very different from each other
- Charismatic and charming; outgoing and personable
- Give their time, energy and even money to improve conditions for people and/or the world
- They always have other people's welfare in mind as well as their own
- They can be aware of group expectations but have enough self-esteem to do what's best for them

Negative/Depleting:

- Seek adulation and recognition from others
- Adapt and compromise themselves to look good and fit in
- Socially compare themselves with others; they're strongly identified with their social role
- Maintain social standards of appropriateness at all times, even when speaking out is necessary
- Like to be in high-profile positions; desire fame
- Credentials, degrees, titles, awards, certifications, licenses, etc. are extremely important to have
- Having prestige and a good reputation is very important
- Believe they are only as good as their achievements
- Feel the need to prove themselves as anxiety about their social worth increases
- Can be overly competitive and self-promoting
- May even take credit for others work and/or exaggerate their success/fame/wealth
- At worst, become completely dishonest, phony, exploitative and desperate for attention

(For even more insight, learn which "wing" you favor: your [2 wing](#) or [4 wing](#)).

➤ [Back to the top](#)

Heart and Defensive Points/Arrows for Type Three

An explanation of the Heart and Defensive Points can be found [here](#), which opens in a new window.

Type Three with a Healthy Connection to Type Six: When Threes integrate the positive aspects of type Six they let go of their identification with their performance and start to focus more on working cooperatively with others toward shared goals, ideals and aspirations, like healthy Sixes. Rather than having to be the star who dazzles everybody, they are able to support a project or cause that serves a higher purpose for its own sake rather than for the recognition they might receive. No longer run by their fears of failure, integrating Threes become less competitive with others. They value close, committed affiliations with family and friends more. They are able to be more authentically self-revealing. Average Threes feel as if they have to make it on their own in life and so they work extremely hard to defeat the competition and stand out as a winner. Integrating Threes, however, have the courage and self-esteem to ask for help and support when they need it. This does not come easily for a type that feels intense pressure to have their act together all the time and accomplish their goals with little or no help from anyone. As Threes let their guard down and learn to trust others, they are able to build lasting bonds with people based on mutual respect. They are pleasantly surprised to learn that others actually enjoy helping them achieve success precisely because they value what's best for the group more than being an unblemished soloist. They let go of their need to outshine others and become more selfless and courageous. With support from their own inner guidance and from others they become more compassionate and self-sacrificial, like healthy Sixes.

Type Three with a Healthy Connection to Type Nine: When Threes integrate the positive aspects of type Nine they slow down, open their heart and become more receptive to life. They become more patient, peaceful and learn to appreciate the process of their life as much as their achievements. They become more inclusive of others and become more interested in supporting others rather than competing against them. They see life from a broader perspective and develop more of a live-and-let-live philosophy. They become more humble yet maintain their self-assuredness. They are able to trust more and get things done from the still, calm center within rather than frantically feeling they have to do everything themselves.

Type Three with an Unhealthy Connection to Type Six: When Threes deteriorate to the negative aspects of type Six they can experience feelings of self-doubt and anxiety. They become more nervous and fearful of disapproval from others. They may overcommit themselves, become more dependent on the positive affirmation of others and fear being rejected. They can try to find their identity and security in affiliations with others rather than following their true heart's desires. They may have trouble making decisions for themselves and look for corroboration from trusted allies. They also become more suspicious of others' motives and get defensive more easily.

Type Three with an Unhealthy Connection to Type Nine: When Threes deteriorate to the negative aspects of type Nine it is usually because they have been driving themselves too hard and are having trouble coping with the incredible stress they are under. They may be burned-out. They can spend more time zoning out in front of the TV or going on autopilot in other ways. They can lose their ambitious focus, become depressed and slow down. They can become more habitual in their routines, trying to stay busy but becoming more ineffective with their time. If, in their quest for success, they choose work that isn't based on their true heart's desires they can eventually become disillusioned, disengaged and dissociated from life, like unhealthy Nines. They can lose interest in their projects and appear indifferent, listless and apathetic. Feelings of emptiness can arise. They may withdraw from people and stubbornly resist help from anyone who can see a problem developing. They may avoid their problems, hoping they will go away on their own. They can spend more time daydreaming about how they are going to make it big with their next success.

➤ [Back to the top](#)

What would you like to do now?

Take another [Self-Assessment?](#)

Go to the [Enneagram System](#) page to learn about other Enneagram types, the practical value of the Enneagram, or how the system works?

Learn more about [Famous People](#) with this Enneagram type?

Look for upcoming [Workshops and Classes](#) I'm giving on the Enneagram?

Schedule a personal [Consultation](#) to discuss deeper issues going on in your life?

Learn about some great [References/Resources](#) (books, tapes, DVDs, etc.) or [Products](#) available on the Enneagram?

➤ [Back to the top](#)