

Type and Archetype: Self-Exam Exercise

ENTJ

#1 – Hero/Heroine:	Extraverted Thinking:
<ul style="list-style-type: none">• Prioritizes• Initiates• Charismatic• Trusted• Promotes ambitions & goals	<ul style="list-style-type: none">• External decision-making• Narrow focus on task• Task completion energizes• Organizes, structures, & orders the environment to gain clarity• Creates or improves systems• There is a “right (or best) action”/decision• Emotions are obstacles (just information)• Directed by underlying principles & criteria• Collaborative decision-making• Seeks competence (high standards of self-assessment)

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#2 – Mother/Father:	Introverted Intuiting:
<ul style="list-style-type: none">• Nurtures,• Supports, & protects• Idealized parent.• Balances & advises the Hero/Heroine	<ul style="list-style-type: none">• Focuses on pattern recognition• Perceives at the “universal” level• Seeks deepest level of understanding• Extrapolates from specific data to general (divergent)• Seeks root cause, meaning• Sees complexity, systems• Time orientation: past & (especially) future• Energized by discovering “universal” patterns• Understanding of past/ present/ future ebb & flow of events is reality• Usually vague & abstract

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#3 – Puer/Puella:	Extraverted Sensing:
<ul style="list-style-type: none">• Vulnerable• Improvises• Playful• Irresponsible• Charming• Promising but ultimately unreliable• Seems amoral• Spoiled Prince/Princess	<ul style="list-style-type: none">• External information-gathering• External focus on concrete things• Time orientation: immediate present• Broad (inclusive); not deep• Finite scope• Visual emphasis (“Seeing is believing”)• The tangible current environment is reality• Intimately connected to environment• Energized by the sensory experience• Literal• Active, impulsive, proactive about experiencing the “Now”• Hands-on, practical, pragmatic

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#4 – Anima/Animus:	Introverted Feeling:
<ul style="list-style-type: none">• Difficult ideals• Ideal “other half” (opposite gender)• Complements the Hero/Heroine• “Backseat driver”	<ul style="list-style-type: none">• Internal decision-making• Focus on individual persons• Hypersensitive to emotional state, authenticity, & needs of individuals• Hypersensitive to level of emotional safety in groups• Aware of emotional state of self• Deep personal relationships enhance personal harmony & sense of well-being• Assumes that non-negotiable core values anchor everyone• Laissez faire. Non-judgmental• No agenda. No need to manipulate or control

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#5 – Opposing Personality:	Introverted Thinking:
<ul style="list-style-type: none"> • Adversary to Hero/Heroine • Defends by offending, seducing or avoiding • Self-critical • Oppositional • Paranoid • Passive-aggressive • Avoidant • Falls in the blind spot of the Hero/Heroine • Easy to project on others • Usually opposite gender • Can be antagonistic to the needs of self 	<ul style="list-style-type: none"> • Internal decision-making • Narrow focus on task • Subjective, internal decision-making • Unilateral (not collaborative) • Emotions interfere with precise analysis, so ignore except as information • There is a correct/best decision/choice • Self-constructed underlying principles & framework • Discussion is superfluous • Energized by the precision of the reductionist analysis process • Goal: reach the one correct conclusion through iron-clad reasoning • Linear • Decisive • Subjective, hidden • Adamant, unmoving (“My conclusion is correct”) • Process focus & awareness

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#6 – Senex/Witch:	Extraverted Intuiting:
<ul style="list-style-type: none">• Fights to defend the personality• Discourages & casts doubts• Shaming, blaming, limit-setting parent• Defends by refusing, belittling or vetoing• Stern & authoritarian (pulls rank)• Cryptic &/or bad advice• Intolerant• Immobilizes	<ul style="list-style-type: none">• External perceiving• Focus on “global” picture• Expands/extrapolates to see the big picture• Time orientation: future• Energized by perceiving novel possibilities, ideas, & options• Connects bits of information• Follows “what is” to “what could be”

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#7 – Trickster:	Introverted Sensing:
<ul style="list-style-type: none">• Rebellious, mischievous child• Tricking and confusing• Circumvents obstacles• Creates double-binds• Defends childish vulnerabilities• Usually same gender	<ul style="list-style-type: none">• Internal information-gathering• Sensory focus• Internal re-experiencing• Very personal, subjective experience• Comparative. Everything is relative• Familiarity equals comfort• Time orientation: past• Reality = past personal experience• Intensity of re-experience energizes• Sequential• Stable; sometimes even rigid• Internal body awareness

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#8 – Demon/Daimon:	Extraverted Feeling:
<ul style="list-style-type: none"> • Undermines self & others • Gross distortion creates confusion and chaos and disrupts trust • Often feels like “evil.” • Creates opportunities to develop integrity of self 	<ul style="list-style-type: none"> • Harmonious environment energizes • Focus on groups of people and collective relationships • Tuned in to emotional timbre of group • Respects and enforces “shoulds” (“political correctness”, manners, social structure) • Self-assesses through “shoulds” • “Knows” what others need • Disagreement is bad. Conflict-averse • “Us” vs. “Them” (“You’re either with us or against us”) • Evaluative (better vs. worse) • Guided by values that are assumed to be shared. • Agenda driven

notes:

Descriptions of the eight mental processes and archetypes are based on those presented in *Jung’s Mental Processes: Building Blocks of Personality Type*, 2006, Haas & Hunziker, Unite Publications. The archetypes and their descriptions are drawn from the work of John Beebe.

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Mark Hunziker, 2008.