

Type and Archetype: Self-Exam Exercise

ESTJ

#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 Sensing:
<ul style="list-style-type: none">• Nurtures,• Supports, & protects• Idealized parent.• Balances & advises the Hero/Heroine	<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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#3 – Puer/Puella:	Extraverted Intuiting:
<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 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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#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 Sensing:
<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 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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#7 – Trickster:	Introverted Intuiting:
<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">• 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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#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.