

Type and Archetype: Self-Exam Exercise

ESTP

#1 – Hero/Heroine:	Extraverted Sensing:
<ul style="list-style-type: none">• Prioritizes• Initiates• Charismatic• Trusted• Promotes ambitions & goals	<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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#2 – Mother/Father:	Introverted Thinking:
<ul style="list-style-type: none"> • Nurtures, • Supports, & protects • Idealized parent. • Balances & advises the Hero/Heroine 	<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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#3 – Puer/Puella:	Extraverted Feeling:
<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">• 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

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#4 – Anima/Animus:	Introverted Intuiting:
<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">• 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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#5 – Opposing Personality:	Introverted Sensing:
<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 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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#6 – Senex/Witch:	Extraverted Thinking:
<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 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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#7 – Trickster:	Introverted Feeling:
<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 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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#8 – Demon/Daimon:	Extraverted Intuiting:
<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">• 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”

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.