

## A Personality Test:

Your test results:

Did you score differently on each scale? What were those differences? On which did you score highest? Lowest?

The scales relate to the core components of Freud's earliest stab at 'personality types'. There are three types:

1. Erotics,
2. Obsessives
3. Narcissists.

All of us have elements of all three types with stronger preference for one or more. So you will most likely have a score on each scale.

**Erotics** are those **whose core motivation is to love and be loved back**. They are typically concerned with the welfare of others and are dependent on being accepted by others. For this reason, Erotics tend to avoid conflicts and make supportive friends/colleagues. You would find Erotics in roles such as teachers, nurses, social workers – and in any office where they make connections, host/organise gatherings and extra-curricular activities.

**Narcissists** are the complete opposite in that they **are motivated by self-love [self-interest]**. They are visionary, daring and have strong charisma in order to attract followers. **Their motivation is not to be loved but rather to be admired and put on a pedestal**. Many think we are living in a narcissistic age, driven by individualism and the ideas of self-actualisation. This has given rise to what Fromm calls the Marketing Personality – people who are intent on selling themselves/what they do. Narcissists are strong-minded and this can either work for or against them. They make good leaders because they are able to dream up grand ideas and mobilise the necessary support to make it happen.

**Obsessives** are conscientious and have high moral standards. Their **strive for continuous improvements in themselves and others and are especially good at maintaining rules and order**. Obsessives make great Managers because they are thorough, deal with detail and are critical and cautious.

Whereas Erotics are largely influenced by their heart, Obsessives are mostly ruled by their (logical) minds. Narcissists just think they are God.

If you are honest, which type are you most like?

