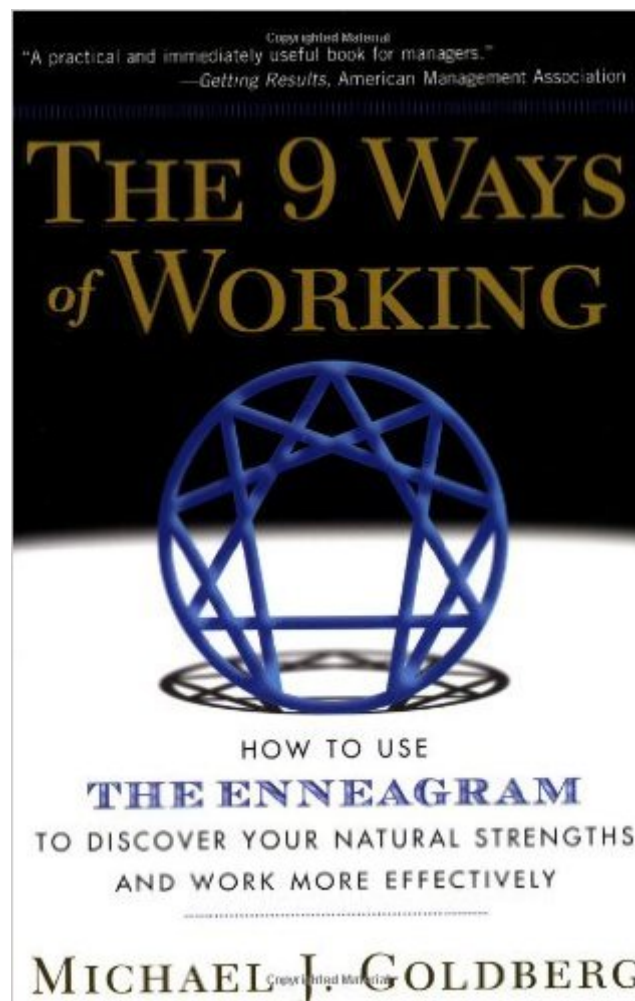


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# The 9 Ways Of Working: How To Use The Enneagram To Discover Your Natural Strengths And Work More Effectively



## Synopsis

The Enneagram -- a system based on nine personality types -- is a uniquely powerful approach to understanding why people behave the way they do. The *9 Ways of Working* teaches how to recognize the personality types of everyone you work with -- colleagues, clients, consultants, and the boss -- and use that information to understand how those people manage, make decisions, resolve or create conflicts, and more.

## Book Information

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## Customer Reviews

This book was my intro to the Enneagram and it is excellent. It has very good descriptions of the 9 types and how to find out where you fit. Its real distinguishing feature is a breakdown on how each group relates to the others in practical everyday situations. Like what to do if you work for a 7 or what if you are a 7. I wasn't sure which type I was ( I'm a nine) and I read all the rest first. I kept trying to fit myself into a 7 or a 5 but, when I read the 9 chapter it sounded like he reached into my heart and pulled out the things no one else knows about me. I can still feel it today. Then they go on with more, practical info and advise about what to do with your new found knowlege. I've since read "Wisdom of the Enneagram" and "Personality Types." They are also very good but I wouldn't recommend them as your first Enneagram book.

If you already have Goldberg's excellent "Getting Your Boss's Number" you probably don't need this volume. This volume however makes Goldberg's perceptive analysis and effective writing available

in paperback (earlier title is out of print). Goldberg's work is not quite as casual in style as Renee Baron's delightful works ("Enneagram Made Easy" and "Am I Your Type"), but it will appeal much more to the no-nonsense business world. His examples of people at different points on the Enneagram are drawn from his business experience and effectively highlight the types of challenges and opportunities that work presents differently to individuals, depending on their Enneagram dynamics. I cannot imagine anyone not being fascinated and empowered by looking at themselves, their coworkers, and their family through Goldberg's careful presentation. He is respectful of all and does not approach Enneagram as a "pigeon-holing" or "typing" process. Rather it's an appreciation of strengths and challenges. From a background in psychology, I especially appreciate his discussion of the underlying dynamics and likely sources of how family experience helps us slide into certain Enneagram-number ways of operating. So much more readable and better-organized than most of the "classics" in Enneagram. If you enjoy processing and sharing insights about how humans function, you may also want to explore Baron's titles. The latter are excellent for a casual chat around the family room - then those who like to really APPLY the principles to their work and life will want to move into Goldberg.

Having studied the esoteric Enneagram as well as the growing literature on its practical uses, I have seen no better book on how to "work in" the Enneagram to one's daily life. Goldberg's writing is clear and succinct; his theoretical foundation solid; and the richness and imagination of his examples and situations are quite rewarding. A fun book, an approachable book, a great teaching tool, I highly recommend it.

Certainly this is one of the most practical, real-world approaches ever taken to the Enneagram. It's short on 'spiritual' hooey [which is strictly okay with me] and long on realistic application of the Enneagram to your professional and personal daily life. But that does not mean it is in any way shallow -- it is as specific, insightful and dead-on accurate as any book on the market. His descriptions of the types is thorough, well-organized and articulate. [BE AWARE, however, that it is largely a re-hash - if a superior re-hash -- of his earlier "Boss's Number."] If you are less interested in the new-agey, spiritual aspects of the Enneagram, and looking for a clear articulation of how the principles work in your daily life, this might be the best of the bunch.

Goldberg's book is written in language that business people can quickly understand, and full of examples they can relate to. It's a superb presentation of the nine leadership styles--accessible and

practical. I've used it very effectively in team sessions and in individual coaching ... My business clients especially gravitate to the "Cardinal Rules" at the end of each chapter (how to work with each type and how to work on yourself if it's your type).

This is a revised and improved version of Mr. Goldberg's previous book, which was excellent to begin with. If you are new to the enneagram, or have extensive knowledge of it, Mr. Goldberg's book is an excellent resource. Charts which give a quick & accurate overview; in-depth descriptions of each types work, decision making, and leadership styles; excellent distinctions on differentiating types which appear similar. Very practical and usefull, especially in the office setting. The new version clarifies concepts, and includes some of the more esoteric concepts of the types. Michael Goldberg's good command of many of the enneagram dynamics originally taught by Oscar Ichazo, and he has put them into practical use. I refer to this book often.

Michael Goldberg's *Nine Ways of Working* is a clear, practical and concise presentation of the Enneagram as it applies to Work and Business. I found Goldberg's portraits of the types and his skillful and knowledgeable application of the Enneagram within the Work dynamic extremely helpful. It gave me insight into how I can enhance and better understand the work experience as it applies to myself. I easily drew upon the material to sharpen my decision making skills and how to improve my work relationships. This revised new edition of his previous hardcover release "Getting Your Boss's Number" is a tighter and clearer presentation of the material than the former. It also improves on an already established good read.

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