

Excerpt

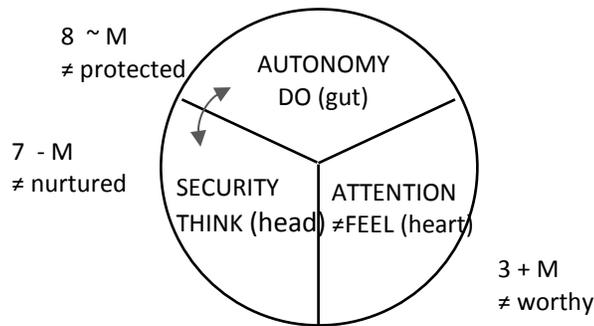
"We are the same; it's the details that differ"

An overview of behavioral style, motivation, and predictability.

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The Assertives (Type 3,7,8)

The Assertives identify with the matriarchal role model or an emotional nurturer. They either feel attached (3), frustrated (7) or rejected (8) by their Mother¹. These children do not identify strongly with the father figure (guide, protector, and provider) who had less or no influence on them. Reduced guidance typically leads to under-development of social inhibitions. They are engaging, social, assertive, and insistent in getting what they want. They are instinctive doers who rationalize their actions while emotionally detached. They frequently do not understand the emotional impact they have on others and allows them to overstep social boundaries with relative ease.



The Assertives have under-developed emotional connection to self and others. Threes deceive by presenting a false image, overstating abilities and don't see task failure. Sevens rationalize by putting positive twists on negatives and fail to see personal limitations. Eights deny reality, dominate, and don't see the emotional impact they have on others.

Type Three: *I am a winner*

Behavioral Pattern

Healthy: authentic, self-accepting, well-adjusted, ambitious and modest
 Average: image oriented, meets expectations of others, competitive, self-promoting
 Unhealthy: exploitative, arrogant and condescending.

Behavioral Style

assertive insistent

Coping Style

logical methodical

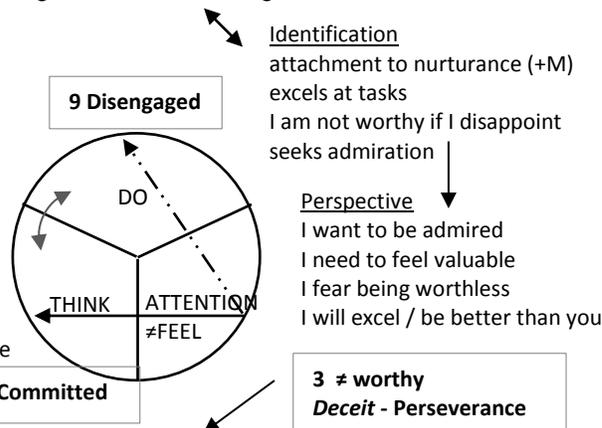
Defense Mechanism

Identification
 Problems with hostility, narcissism, self-worth and shame
 Does not recognize failure

Processing Style

DO THINK ≠ FEEL

Instinctive doing supported by rationalization, with under-developed feelings allows for overstepping social boundaries



¹ Mother (M) means "the emotional nurturer" and is the person symbolizing the matriarchal role model.

They are attention seeking and typically have problems with self-worth, shame, arrogance, and vanity. Gross over-estimation of personal abilities reflects on grandiosity and blindness to failure. Threes grow by shedding their need for performance acknowledgment and shift from image orientation toward being appreciated for who they are.

The Three grows up with a doting mother and feels approved of. They link their self-esteem to praise and they must earn admiration to maintain self-esteem. They love to hear how well they did cutting wood for the wood-stove, yet, the next year receiving the same praise for the same task is far less satisfying. Threes must satisfy their ego demands for admiration and will push their limits for bigger or better. Next year he splits wood more efficiently with a wood splitter. They constantly reset their boundaries in their everlasting search for a substitute for Mother's praise. Average and unhealthy Threes reset their social boundaries and when they are not better than someone else, they put them down through condescension. They can violate the rights of others without remorse. The final destination of grandeur is being a God.

Threes are assertive and insistent in getting what they want. Their approach is logical and methodical with an uncanny ability to remain calm under stress as they disconnect their emotions.

At healthy levels, Threes are authentic, self-assured, and take others into consideration. They are ambitious, adaptable, success-oriented.

At average levels, they are concerned with their image of success, prestige, and status. Ambition is replaced by competitiveness. Authenticity replaced by image-consciousness and narcissism.

At unhealthy levels, competitiveness becomes exploitation with deception at its core. A need to win at all cost leads to betrayal and vindictive violence. They disengage from themselves and their anger within, are emotionally vacant, and capable of destruction without remorse.

Threes can deteriorate from healthy ambition to competitiveness with a need to win, to exploitation and gross overstatements. From being admired to a need to be admired, to making others feel worthless. Unhealthy Threes retreat and disengage as they finally realize others are abandoning them because of their exploitation.

Odd

Type Three, Seven, and Eight all identify with the emotional nurturer or the Mother. The more intimidating Father, in principle the guiding role model, had less or no inhibiting influence on the child. Their assertive and insistent nature provides them with self-assurance and certitude, while emotional shallowness allows them to overstep social boundaries effortlessly. And so, we see the assertive Threes, Sevens and Eights frequently in the news. This can be an exploitative CEO, a fraudulent politician or a felon committing violent crimes. There might very well be a correlation between the increase in divorce rates, the rearing of children by single mothers and violence.

The criminal Type Three is particularly interesting as they are charming, friendly, hide behind a façade and do not reveal their true intentions. They are much harder to recognize and catch unless you are aware of their pattern.

David Holmes, behavioral profiler, stated in a documentary regarding Randy Kraft, *"his childhood was uneventful, his father distant, and he had a doting mother. This combination makes the child strive for attention; feel pushed and supported, tend to achieve a lot, and felt secure by the mother. This is also the background of many serial killers."* Mr. David Holmes described Type Three to a T.

The Threes are far more cunning and sneaky than the more direct and confrontational Sevens and Eights. Low-level Sevens become highly reactive and hyperactive whereas low-level Eights become domineering and demonstrative. In other words, you are forewarned by their behaviors. The Three follows an indirect and less aggressive pattern using deceit, entitlement, arrogance, and condescension as their weapons. Where Sevens and Eights are more direct and confrontational, Threes are secretive and manipulative.

As far as criminality is concerned, the Assertives (3,7,8) are more frequently in the news than the Compliant (6,1,2) and Withdrawn (9,4,5). The public regularly acts with surprise when a Three is caught for their deeds. Statements like, "he is such a gentleman" and "he is one of the kindest people I know" are often expressed. Some get away with crimes for years without being noticed. People in the community will eventually find a pattern of odd behaviors as they all recognized peculiarities. These quirks and oddities did not stand out enough to actually talk about and those surrounding the Three never thought to compare their observations.

A criminal Type Three is one of the harder Types to recognize and catch. They are friendly, calm, charming and tell you what you want to hear in a believable way. They mimic emotions of others without feeling them and act with shame without feeling shame. This makes unhealthy Threes a little odd, but most people cannot put their finger on it. This is a very common theme and one of the signs of a sociopath. As Martha Stout put it "*Often, multiple individuals will think a sociopath is "odd" / "weird" but just not remarkable enough to talk about it with each other avoiding general consensus.*"

Anti-Social Personality Disorder

The combination of rationalization (Think) and the immediacy of instinctive action (Do) without understanding emotional impact (\neq Feel), allows the Assertives to overstep social boundaries with *remarkable ease*.

Anti-Social Personality Disorder (ASPD) is characterized by a long-standing pattern of indifference to other people's rights and unresponsiveness to their boundaries. They tend to be callous, contemptuous of the feelings of others and unsympathetic to their suffering. They may or may not realize other's frustrations, hurts, and pain; however, they don't feel what others feel. And that is the core of their indifference.

Robert Hare, Ph.D. made great strides in the recognition of psychopathy traits and developed a *Psychopathy checklist*. When three or more traits on the most prominent trait list are present, ASPD should be considered. Of course, we leave clinical diagnoses to mental health professionals, because any disorder is too complex and too involved to be diagnosed by laymen.

The most prominent ASPD traits to observe are:

- Failure to conform to social standards
- Failure to assume responsibility
- Lack of remorse after violating others
- Reckless disregard for safety of self and others
- Grandiosity or over-estimation of self-worth
- Glibness and superficial charm
- Need for stimulation and boredom avoidance

And some other traits requiring more time to recognize are:

- Manipulation through deceit
- Pathological lying
- Lack of empathy
- Shallow emotional affect
- No genuine interest in emotional bonding with a mate
- History of early behavioral problems

Many individuals with ASPD are difficult to recognize as they are engaging, charming, and entertaining. They have a great sense of humor, smile a lot, are social, and very likable. Their quirky wit is often interlaced with condescension:

He says, "Dr. Phil is as much a doctor as Queen Latifah is a queen." The fact Dr. Phil has a PhD in clinical psychology and received a year of post-doctor training in forensic psychology is irrelevant to him. He loudly produced pungent flatulence, and his friends choke. He is relishing the moment and is entirely oblivious to how others are offended. And so, he grins, and toots again and again. He calls his wife "kitchen-staff," and while all said in good humor, it does not go unnoticed most of his puns are derogatory in nature. She visits a 50th birthday party and gift-wraps a half emptied bottle of Drambuie as a birthday gift.

They are charismatic, social, and superficial. Their emotional shallowness often goes unnoticed for long periods of time. It can take years to see through their superficial charm before recognizing pattern consistency befitting anti-social personality disorder. Their lack of concern is often unexpected, stuns most people, and can have a serious negative socio-economic impact on others.

He is 43, tall, handsome and has highlights in his hair [image oriented]. He owns 7 acres and drove his backhoe diagonally across his wetlands [blindness to failure]. It got stuck and sunk as deep as the floorboard [reckless-ness]. He parked busses, boats, trucks, cars, and trash on his driveway, and refuses to abide by neighborhood standards [failure to conform]. He blocked the community roadway culvert to divert water away from his wetlands, and the roadway flooded. He attempted to drain and fill in wetlands against county regulations [overestimation of abilities, failure to conform]. Property values dropped and he added trash [lack of remorse]. He is in a relationship with a woman twenty years his junior matching his emotional development. [superficiality, emotionally shallow].

Most sociopaths not only refuse to take responsibility, but they are also forthright about blaming the victim. They rationalize their behavior and won't acknowledge the role they played. Ariel Castro, who kidnapped and imprisoned three young girls as sex slaves for ten years, said "It was their fault. They should never have gotten in my van".