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Special Report

for the

Business Leader

Strengths and Weaknesses

According to

Human Type

by Fritz Glaus

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Strengths and Weaknesses according to human type

As a business leader, you undoubtedly know your own strengths and weaknesses. If you are effective as a business leader, which you no doubt are, you also share with other effective business leaders the realization that no matter how good you are, you can always be better and greater. In fact, innately you always WANT to become better and greater. To that end, moreover, you are willing to look at yourself and find out more about yourself, even though you already understand yourself well.

Improving one's understanding of self starts with understanding one's motivations, one's likes and dislikes. Each person possesses a pattern of inborn motivations that is distinctly their own. In your reflections about people you probably realized that people with similar patterns of motivation belong to a particular type of persons. In other words, your knowledge of people includes the understanding that persons with different characteristics and behaviors belong to a specific type of people.

According to knowledge dating back to ancient Babylon of 2000 B.C., or even to earlier prehistoric time, there are six classic types of people, each type made up of persons possessing similar characteristics, in particular similar motivational patterns. Moreover, most people who study the six classic types and become interested in it to the extent of determining their own classic type, find typology to be a subject that provides an amazing shortcut not only to understanding one's motivational pattern but also to gaining more general in-depth knowledge about both self and about others.

You can gain new understanding about how you assert your leadership in business and in general and about how you can become a still better and greater business leader by determining how you are motivated. It must be remembered that basically we all share the motivations of all six basic human types, and what makes each of us different from everyone else is the order of importance in which the six motivations are present in our make up. In other words, we are different in accordance with the relative weight that each motivation has in our make up. It is this motivational pattern that is the basic difference between individuals.

Some people find it more difficult than others to determine their strongest motivation, i.e. that of the classic type to which they belong. This is usually the case when the person's main motivation is only slightly stronger than the main motivation belonging to one or more of the other five classic types. If that applies to you, rest assured that it is not a

negative thing, far from it. It actually means that you are closer than most people to being a balanced person. In theory, you could even be a ‘perfect’ person, not belonging to any of the six classic types - being above type, so to speak. However, in practice this could only happen if you had carried out extensive self-improvement work toward the goal of surpassing type. Such work consists of specific exercises taught in esoteric schools. They are schools that have been maintained in an uninterrupted line of succession from the first esoteric school, that held by Socrates (470-399 B.C.). More about things esoteric later.

The method of determining your classic type is as follows.

Look at the six motivations listed below and determine which is the strongest in you. The motivations listed are those of the six classic types. Do the exercise spontaneously, without being too analytical, for this is a reliable intuitive test and not a purely scientific one.

- 1) I like to do what’s right, to accomplish things, and to reach goals and objectives, making sure to take to task those who do not make a sincere and equitable effort (motivation: ACCOMPLISHMENT)
- 2) I prefer a life of abundance and of pleasure, which I like to share with others, and I use diplomacy which helps to create goodwill and which helps me to succeed and have fun in getting ahead in life (motivation: PLEASURE)
- 3) I am happy when I can concentrate on what I am doing, when I can work undisturbed to do a good job and avoid endless discussion and argument (motivation: HAPPINESS)
- 4) I like to help people, I appreciate all that’s good in people and all that’s beautiful in this world, and I enjoy my little comforts (motivation: LIKING)
- 5) I have a need to come up with good ideas for improvement and for change in any area in which I am involved at any given time, and to communicate those ideas with style in order to ensure that they are realized (motivation: INTEREST)
- 6) I look into things thoroughly and make sure that all angles are covered, that decisions are based on solid ground, and that they take into account the needs of everyone concerned (motivation: TRUTH)

The motivation which you have just selected is known as your MAIN motivation. It identifies the classic type to which belong. Being of that particular classic type means that in addition to having a main motivation, you also have a particular order of preference for using your three intelligences, which is our next subject of discussion.

You no doubt know already that everyone possesses three intelligences, and that different types of people use them in a different order. Ordinarily called the body, heart, and mind intelligences, neuroscience has labeled them the gut, heart, and head intelligences or minds. In the esoteric tradition alluded to earlier they are defined as the intelligences or

minds of the fakir (body), the monk (heart), and the yogi (mind), as explained in the book ‘In Search of the Miraculous – The Teachings of G.I. Gurdjieff’ by P.D. Ouspensky.

Ouspensky also examines the enneagram and its esoteric origins. He explains that Gurdjieff was the first to put the enneagram down in written form, which Gurdjieff then used to outline to his pupils the various layers of meaning contained in any subject, peeling away those layers of meaning with the enneagram like the skins of an onion.

All of the above goes to confirm that although you belong to a particular type and therefore possess that type’s main motivation, you also possess the motivations of the other five classic types, and you possess them to certain degrees in accordance with the level of balance you manifest in the use of your three intelligences. As a result, it is possible that despite the steps you have just completed you are still a little unsure about your selection of your main motivation. If this is the case, you may now want to use the following additional method of selection, designed specifically for the purpose of eliminating that uncertainty. It is based on the principle of the interdependent nature of opposites as explained by the Tao (yin/yang).

The method of eliminating uncertainty is as follows.

Look at the pairs of expressions below, made up in each case of two opposites, the first being the main motivation and the second its accompanying qualifiers. The qualifiers represent your less positive thoughts or reactions which tend to occur when your main motivation does not produce the desired results.

- 1) ACCOMPLISHMENT = autocratic, even dictatorial
- 2) PLEASURE = egotistical, paternalistic
- 3) HAPPINESS = stubborn, conflicting
- 4) LIKING = unassertive, maudlin
- 5) INTEREST = impulsive, manipulative
- 6) TRUTH = dominating, pedantic

After weighing the above pairs of opposite expressions, your strengths and weaknesses have undoubtedly become more clearly defined, which allows you now to confirm your selection of your motivational pattern. Moreover, you can now make a final determination of what you need to work on to become even more effective than you are at present as a business leader. This, then, is the time to make discriminating decisions and put down clearly in writing the goals that you have determined. You will be most

effective if you do this within a comprehensive overall method that allows you to review all goals periodically and insure continued and suitably aligned progress.

Congratulations for having worked through the steps defined in this Special Report. If you have done so conscientiously, which you would be prone to do, you have fashioned for yourself a system which will guarantee the full use of your many strengths as a business leader and will bring about ongoing improvement of business results and of leadership effectiveness.

If, after having determined the classic type to which you belong, you prefer to work with a proven, focused and ready-made method designed to develop the strengths of your particular classic type, you may want to order the practical guide containing the very steps required for your classic type. Simply click below to receive **The Special Report about Your Classic Type**, intended for business leaders belonging to your type.

Important: **The Special Report about your Classic Type** is a sure way for you to reach a new dimension of leadership in your business. You may wonder what great new gains could result for you from following the precise steps of **The Special Report about your Classic Type**. It is difficult to fully explain in writing the level or dimension of benefit that would accrue to you and to your business from following the specific and proven development method outlined in **The Special Report about your Classic Type**. Let us simply reiterate that **The Special Report about your Classic Type** contains a proven set of goals and steps geared to the needs of business leaders belonging to your type.

Should you be interested in in-depth information about the six classic types, you may want to read the book "[CRazYZoo! Know Thyself Made Easy](#)" by Fritz R. Glaus. The book presents the six classic types in the context of a fable and guides you through an easy, yet thorough, process in which you learn to raise the effectiveness of both your personal and your business relationships. You can buy the book here or from Amazon.com or from the publisher, lulu.com., or you can order it together with the Special Report about Your Classic Type. To buy it directly now, click below to buy only the book "[CRazYZoo! Know Thyself Made Easy](#)".