

PSYCHO-GEOMETRICS

Based on the book Psycho-Geometrics by Susan Dellinger, PhD
Prentice Hall, 1989

Psycho-Geometrics is based on the notion that we tend to be attracted to certain shapes and forms in the environment because of our personalities, attitudes, education and experiences, as well as the ways in which our individual brains function...

If you chose the box, triangle, or rectangle, you chose a linear shape. People who are attracted to these tend to be left-brain thinkers, taking a logical and organized approach to life. If you chose the circle or squiggle, you are categorized as a right-brain thinker. You tend to process information in a less linear and more configurable way, and are more interested in the whole rather than its individual parts. Right-brain thinkers place emphasis on creativity and intuition.

Box Characteristics

- hard worker, determined to get the job done
- most structured of all shapes
- emphasize organization and logic
- need life to be predictable; everything must be in the right place at the right time
- almost compulsive to detail
- make great administrators (not managers)
- love to collect and organize data
- excel when instructions and requirements are clear
- better at following a plan than designing one
- tend to procrastinate over major decisions
- prefers maintaining status quo to taking risks
- uncomfortable with conflict and emotional situations

Positive Traits

Organized
Detail Oriented
Knowledgeable
Analytical

Negative Traits

Meticulous
Anal Retentive
Procrastinating
Cool, Aloof

Persevering
Perfectionist
Patient

Resistant to Change
Loner
Complaining

Personal habits

Love routines, lists, calendars, like tangible things, i.e. put it in writing, promptness, neatness, cleanliness, precision, attention to detail, social loner

Stressful Shapes for Boxes:

Squiggles, Circles, Rectangles, Triangles

Working with Boxes

- Do not catch the box unprepared to discuss a problem
- Avoid chaos, surprised and emotional situations
- Think through your argument thoroughly before approaching a box
- Keep abreast of your tasks and on schedule
- Save face for the box; they are concerned with maintaining the respect of their colleagues

Triangle Characteristics

- less interested in the work itself, more concerned with their career
- ambitious and focused toward the top
- shape symbolizes leadership
- very competitive
- loves to make decisions for self and others
- able to focus on the goal of the moment
- needs to be seen as "right" by others, has trouble admitting mistakes
- movers and shakers, best politicians
- well respected, sometimes feared by others

Positive Traits

Leader
Focused
Decisive
Ambitious
Competitive
Athletic

Negative Traits

Self-centered
Overloaded
Dogmatic
Status Oriented
Political
Driven

Personal Habits

Early arriver, good "scooper" of situations, fidgety, interrupter, power handshake, addiction (compulsive behavior possible), game player, informed, good problem solver, prefers small groups

Stressful Shapes for Triangles:

Squiggles, Rectangles, Circles

Working with Triangles

- Conflict is dealt with using direct confrontation and is viewed as competition. In true personalities, they get mad and they get even!
- Sometimes prefer being a coach rather than a team player
- _Prefer having several options from which to choose
- Timing is very important when approaching them
- Maintain emotional control, especially when triangles cannot maintain their own
- Present information logically and sequentially
- Show them all different perspectives and make sure you understand them

Rectangle Characteristics

- rectangle symbolizes change and a state of flux
- dissatisfied with their personal or professional life
- unsure of self for time being
- unpredictable, may appear to be a different person each day
- in a period of growth, change, learning, and searching
- open to new ideas and people

Positive Traits

Open Minded
Exciting
Searching
Inquisitive
Growing
Courageous

Negative Traits

Confused
Low Self-esteem
Inconsistent
Gullible
Ingenuine
Unpredictable

Personal Habits

Forgetful, nervous, on-edge, very late or very early, compulsive, emotional outbursts often followed by total withdrawal, avoids conflict, prefers large groups, bad timing, blurting out, somewhat wary of old friends.

Stressful Shapes for Rectangle:

Triangles, Squiggles, Boxes

Working with Rectangles

- Typical rectangles avoid conflict; when they are involved their behavior is erratic, making them very difficult to work with
- Put things in writing so they can more easily remember what has been decided and maintain accountability
- Present a "sure front" because rectangles are often confused and uncertain; they tend to respond to those who have it all together
- Keep focused and help them stick to the point of the conversation
- Work towards win-win situations and preserve the rectangle's sense of pride
- reinforce your relationship; when they come out of this phase they will remember how you have treated them

Circle Characteristics

- really care about others, about all people
- will do whatever it takes to make co-workers, friends, and family happy
- smooth the waters and keep the peace
- interested in interpersonal relationships; "reads" others well
- best communicators and listeners of all shapes
- weak business managers
- avoid making unpopular decisions
- don't care who has control; can be taken advantage of by more dominant personalities
- holistic thinkers
- excellent "people" problem solvers and team players

Positive Traits

Friendly
Nurturing
Persuasive

Negative Traits

Over Personal
Melancholy
Manipulative

Empathetic
Generous
Stabilizing
Reflective

Gossipy
Self-blaming
Apolitical
Indecisive

Personal Habits

Face to face communications, easygoing, joiner, often in charge of social events, prefer small groups, old-fashioned and sentimental, complimentary, neatness not a priority, artistic, reader, loves to fix things

Stressful Shapes for Circles:

Boxes, Triangles

Working with Circles

- Conflict distresses them a great deal; they tend to take everything personally
- Focus on accommodation and compromise when disagreeing; it is more important for the circle to preserve a relationship than to solve the problem
- Let them know it is OK to disagree
- Keep the discussion focused and confidential; circles are prone to involve other issues and people
- Circles can be very persuasive

Squiggle Characteristics

- symbolic of male sperm; those who choose it often found sexually attractive by others
- also symbolic of creativity (most unique of all shapes because it has no closure)
- more configural when processing information
- able to produce truly great and new ideas
- challenge the status quo
- future oriented; more interested in possibilities than reality
- excitable; energized by change
- uninterested in details, facts, figures
- disdains highly structured and mechanized work environments; prefers free-flowing, independent situations

Personal Habits

Fast mover, interrupts a lot, loses things, daydreams constantly, seeks stimulation, enjoys new people and new situations, rebel, life of party, spontaneous, will talk to anyone

Stressful Shapes for Squiggles:

Boxes, Triangles

Working with Squiggles

- Squiggles perceive most conflicts as unimportant compared to other things they need to do; however, when they do find it worthwhile, they can be very persuasive and competitive
- You may have to guard yourself against their powerful energy if it is too overbearing
- Hold discussions in neutral locations
- When you reach an agreement you should follow up and work out the details; the squiggle will be off to other activities