

Dave Kelly

<http://www.ptypes.com/bad-character-types.pdf>

4/1/2010

Theory and Types of Bad Character

[Vices](#), or irrational needs, are dispositions to make particular false value-judgments which, in turn, motivate particular acts of wrong doing. Through repetition these acts of wrong doing reinforce the vices and become bad [habits](#).

For Stoics, only the [Sage](#) is [virtuous](#); everyone else is vicious. The [idealized self-image](#) of the vicious individual is chiefly a glorification of the vices, or irrational needs, that have formed in his [character](#). (A need is irrational if it is a requirement for something not [in our power](#) and involves a [false judgment](#) of [good or bad](#)).

The vicious individual takes [pride](#) in the imagined attributes of his idealized image.

On the basis of that pride, the individual makes [claims](#), or demands, upon others, and upon life. (Claims are irrational needs that have become demands on others and on life.)

The individual also makes demands of himself, what [Karen Horney](#) called "[shoulds](#)," which compel him to try to live up to his idealized image. (Shoulds are irrational needs that have become demands of oneself).

But if others do not honor his claims, or if he fails to live up to his idealized image, he hates himself. In reaction to this [self-hate](#) he redoubles his efforts and resumes his [search for glory](#). But in seeking after perfection and the absolute in [externals](#), he only ends up sending himself to hell, the inner hell of self-contempt.

Conscientious Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pg. 63)	Personality Disorder
achievement	lack of achievement	achieving, productive, industrious, diligent, hard working	excessive devotion to work and productivity
respect, approval, being beyond reproach, a just reward for rectitude	lack of respect, lack of approval, reproach, lack of a just reward for rectitude	conscientious, scrupulous, upright, just	overconscientious, scrupulous, inflexible
interpersonal control, things being done 'right', correctness	lack of interpersonal control, things not being done 'right', incorrectness	responsible, correct	can't delegate responsibility
perfect performance	mistakes, errors, flaws	perfect, or trying to be perfect	perfectionism
to be right, to be certain	being wrong, being uncertain	persevering, singleminded, imperturbable	rigidity, stubbornness
order and organization (rules)	lack of order and organization (rules)	orderly, organized, meticulous	preoccupied with lists, rules, details, order and organization
to save money	spending money, poverty	prudent, frugal, cautious	parsimony, miserly spending style
to accumulate things	discarding things, being without things	provident, prepared	hoarding worn out or worthless objects

The [irrational needs](#) of the [Conscientious type](#) are based on particular [false values](#).

Sensitive Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 180-81)	Personality Disorder
acceptance; exclusive interpersonal contact with familiars	criticism, disapproval, rejection; significant interpersonal contact with non-familiars	unconditionally accepted; familiar: prefer the known to the unknown; comfortable with and inspired by habit, repetition, and routine	fears criticism, disapproval, or rejection; avoids occupational activities that involve significant interpersonal contact
to be liked	being disliked	well-liked; concerned: care deeply what other people think of them	unwilling to get involved unless certain of being liked
to be restrained in intimate relations	attempts to shame or ridicule them	circumspect: behave with deliberate discretion; don't make hasty judgments or jump in before they know what is appropriate	fears being shamed or ridiculed; shows restraint within intimate relationships
for the familiar; habit, repetition, routine	new interpersonal situations	politely reserved, courteous, self-restrained	feelings of inadequacy; inhibited in new interpersonal situations
to be socially adept and personally appealing	being seen as socially inept or personally unappealing	socially adept, personally appealing	views self as socially inept, personally unappealing, or inferior
familiar, routine activities	new activities and personal risk; being embarrassed	plays their role well; does what is expected of them	is reluctant to take personal risks or to engage in any new activities because they may be embarrassing
approval and acceptance in social situations	being criticized or rejected in social situations	socially approved and accepted	preoccupied with being criticized or rejected in social situations

The [irrational needs](#) of the [Sensitive type](#) are based on particular [false values](#).

Vigilant Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 157-58)	Personality Disorder
	being exploited, harmed, or deceived by others	autonomous, independent; keep their own counsel, require no outside reassurance or advice; make decisions easily, and take care of themselves	suspects that others are exploiting, harming, or deceiving them
loyalty of others	the disloyalty or untrustworthiness of friends or associates	loyal and trustworthy	unjustified doubts about loyalty or trustworthiness of friends or associates
	having information confided to others used against them	cautious; careful in their dealings with others, preferring to size up a person before entering a relationship	reluctance to confide in others because of fear that the information will be used maliciously against them
	demeaning or threatening remarks or events	perceptive; good listener, with an ear for subtlety, tone, and multiple levels of communication	fears hidden demeaning or threatening meanings in benign remarks or events
	insults, injuries, slights, and attacks on their character or reputation	able to defend self; feisty and do not hesitate to stand up for themselves, especially when they are under attack	bears grudges; is unforgiving of insults, injuries, or slights; perceived attacks on their character not apparent to others; is quick to react angrily or to counterattack
fidelity of their spouse or sexual partner	the infidelity of their spouse or sexual partner	faithful and loyal	has suspicions, without justification, regarding fidelity of spouse, or sexual partner

The [irrational needs](#) of the [Vigilant type](#) are based on particular [false values](#).

Dramatic Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 131-32)	Personality Disorder
attention	being ignored	like to be seen and noticed; often the center of attention; rise to the occasion when all eyes are on them	uncomfortable in situations in which they are not the center of attention
to be sexually attractive		sexually attractive; seductive, engaging, charming	interaction with others often characterized by inappropriate sexually seductive or provocative behavior
to react emotionally to events		feeling; live in an emotional world; sensation oriented, emotionally demonstrative, physically affectionate; react emotionally to events	rapidly shifting and shallow expression of emotion
to present an attractive physical appearance		pay a lot of attention to grooming; enjoy clothes, style, and fashion	consistently uses physical appearance to draw attention to self
to have a dramatic, stimulating style of speech		experiences life vividly and expansively; have rich imaginings, tell entertaining stories, and are drawn to romance and melodrama	has a style of speech that is excessively impressionistic and lacking in detail
to dramatically express emotion		expressive; display their emotions freely and openly	shows self- dramatization, theatricality, and exaggerated expression of emotion
others' guidance, help, and considered opinions		eagerly responds to new ideas and suggestions by others	is suggestible, easily influenced by others or circumstances

intimate
relationships

easily put their trust in others;
are able to become quickly
involved in relationships

consider relationships to
be more intimate than
they actually are

The [irrational needs](#) of the [Dramatic type](#) are based on particular [false values](#).

Aggressive Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 345-45)	Personality Disorder (not completely correlated)
to dominate; to be in charge; to have power, authority, responsibility; control	to be without power	commanding; take charge; are comfortable with power, authority, and responsibility	uses physical cruelty or violence to establish dominance in relationships
traditional power structure; hierarchical lines of authority		operate best within traditional power structure where everyone knows his or her place and the lines of authority are clear	humiliates or demeans people in the presence of others
self-discipline; to have those in their charge follow their rules	having those in their charge not follow the rules which they have imposed	highly disciplined; impose rules of order that they expect those in their charge to follow	treated or disciplined someone under their control unusually harshly
to be pragmatic		take a pragmatic, practical approach to accomplishing their objectives; do what is necessary to get the job done	amused or takes pleasure in the psychological or physical suffering of others
to accomplish goals	things which distract them from accomplishing their goals	highly goal oriented	lies for the purpose of harming or inflicting pain on others
action, adventure, competition, and being physically assertive		active and adventurous; physically assertive; competitive in sports, especially contact sports	is fascinated by violence, weapons, martial arts, injury, or torture
for people to do what they want them to do		neither squeamish or fainthearted; can function well in difficult situations	gets people to do what they want

control of those
with whom they
have a close
relationship

without being distracted by
fear or horror

protective of and
responsible for those with
whom they have a close
relationship

by frightening
them

restricts the
autonomy of
people with
whom they have
a close
relationship

The [irrational needs](#) of the [Aggressive type](#) are based on particular [false values](#).

Idiosyncratic Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 252-53)	Personality Disorder (not correlated)
self-direction and independence	close relationships	are self-directed and independent	lack of close friends or confidants
an interesting, unusual, and eccentric lifestyle	convention; conformity	oblivious to convention; create interesting, unusual, often eccentric lifestyles	odd beliefs or magical thinking
things of the occult, extrasensory, or supernatural	the mundane	open to anything; are interested in the occult, the extrasensory, and the supernatural	odd thinking and speech
to have their own idiosyncratic feelings and belief system	conventional emotional experience; adopting others' beliefs	are tuned into and sustained by their own feelings and belief systems	suspiciousness or paranoid ideation
abstract and speculative thinking	concrete and conventional thinking	are drawn to abstract and speculative thinking	inappropriate or constricted affect
positive reactions from others	being the object of others' attention	though they are inner-directed and follow their own hearts and minds, are keen observers of others, particularly sensitive to how other people react to them	excessive social anxiety; ideas of reference behavior or appearance that is odd, eccentric, or peculiar

The [irrational needs](#) of the [Idiosyncratic type](#) are based on particular [false values](#).

Inventive Vices

Irrational Need	Irrational Need to Avoid	Idealized Personality Image Disorder
to have an image of superiority and high worth		
social recognition, status, and prestige	obscurity, low status, and lack of prestige	
outstanding achievement	being out-achieved by others	
glory, honors, and fame		
praise and approval	others' critical judgments and disapproval	
to be highly esteemed		
greatness, perfection, genius, or stardom		
a highly valued spouse or partner; to be affirmed and confirmed in relationships		
to be their idealized self	being their actual self	
success and others' admiration	being slighted and not receiving constant admiration	
love and approval from others		
the attention and admiration of others		
fulfillment of their grandiose expectations	lack of fulfillment of their grandiose expectations	
to receive praise	being criticized	

The [irrational needs](#) of the [Inventive type](#) are based on particular [false values](#).

Solitary Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 275-76)	Personality Disorder
to be alone	close relationships and being part of a family	have small need of companionship and are most comfortable alone	neither desires nor enjoys close relationships, including being part of a family
solitude and solitary activities	lack of solitude; having to do things with others	are self-contained and do not require interaction with others in order to enjoy their experiences or to get on in life	almost always choose solitary activities
autoeroticism	sexual experiences with others	are not driven by sexual needs; enjoy sex but will not suffer in its absence	has little if any interest in having sexual experiences with another person
self-control	pleasure and pain	display an apparent indifference to pleasure and pain	takes pleasure in few activities
secrecy	intimacy, friendship, and confiding in others	are their own truest, most trusted companions, providing the most important resources they need	lacks close friends or confidants other than first degree relatives
to be unaffected and uninfluenced	praise and criticism	are unswayed by either praise or criticism and can confidently come to terms with their own behavior	appears indifferent to the praise or criticism of others
to suppress emotion	expression of emotion and feeling	are even-tempered, calm, dispassionate, unsentimental, and unflappable	shows emotional coldness, detachment, or flattened affectivity

The [irrational needs](#) of the [Solitary type](#) are based on particular [false values](#).

Leisurely Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 203-204)	Personality Disorder
to be free to do as one pleases	having to fulfill routine social and occupational tasks	believe in their right to enjoy themselves on their own terms in their own time; value and protect their comfort, their free time, and their individual pursuit of happiness	passively resist fulfilling routine social and occupational tasks
to be understood and appreciated by others	being misunderstood and unappreciated by others	agree to play by the rules; deliver what is expected of them and no more; expect others to recognize and respect that limit	complains of being misunderstood and unappreciated by others
to resist the demands of others	compliance with others' demands and expectations; external demands	cannot be exploited; can comfortably resist acceding to demands that they deem unreasonable or above and beyond the call of duty	is sullen and argumentative
to withhold respect for figures of authority	submission to authority figures and their expectations and demands	are not overawed by authority; accept themselves and their approach to life	unreasonably criticizes and scorns authority
to possess the same advantages as possessed by others	ill fortune and not getting the best in life	believe that blind luck accounts for who fares well and who fares poorly	expresses envy and resentment toward those apparently more fortunate
for a life of pleasure and comfort	personal misfortunes	believe that they are just as good as anyone else and as entitled to the best things in life	voices exaggerated and persistent complaints of personal misfortune

to be free to do as ones pleases, but also to be taken care of	being restricted; alienating those they depend on	feel free to proceed in their own direction, yet do not like to risk important relationships	alternate between hostile defiance and contrition
---	---	--	--

The [irrational needs](#) of the [Leisurely type](#) are based on particular [false values](#).

Serious Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 366-67)	Personality Disorder
to see current circumstances, themselves, and the future as worse than they are		maintain a sober demeanor; are solemn and not given to emotional expression	usual mood is dominated by dejection, gloominess, cheerlessness, joylessness, and unhappiness
to have a negative view of themselves		are realistically aware of their own capabilities, but are also aware of their limitations; they are not tempted by vanity or self-importance	self-concept centers around beliefs of inadequacy, worthlessness, and low self-esteem
to see themselves as bad		hold themselves responsible for their actions; will not soft-pedal their own faults and do not let themselves off the hook	is critical, blaming, and derogatory toward self
	bad things happening in the future	are thinkers, analyzers, evaluators, ruminators; will always play things over in their own minds before they act	is brooding and give to worry
to see others and their behavior as bad		are sharp appraisers of others; have ability to critique and evaluate other people	is negativistic, critical, and judgmental toward others
	bad things happening in the future	anticipate problems and when the worst happens, they're prepared to deal with it	is pessimistic
to see things that they have done in the past as bad		suffer greatly when they realize they've been thoughtless or impolite to others	is prone to feeling guilty or remorseful

The [irrational needs](#) of the [Serious type](#) are based on particular [false values](#).

Self-Sacrificing Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 319-20) Not well correlated	Personality Disorder
situations that lead to disappointment, failure, or mistreatment		accepting; are nonjudgmental, tolerant of others foibles, and never harshly reproving; stick with you through thick and thin	chooses people and situations that lead to disappointment, failure, or mistreatment
	attempts by others to help them	serving; prime directive is to be helpful to others	rejects or renders ineffective the attempts of others to help them
	positive personal events	long suffering; prefer to shoulder their own burden in life	following positive events, responds with depression, guilt, or a behavior that produces pain
to be hurt, defeated, or humiliated		humble; are neither boastful nor proud and are uncomfortable being fussed over; do not like being the center of attention; are uneasy in the limelight	incites angry or rejecting responses from others and then feels hurt, defeated, or humiliated
	opportunities for pleasure, or acknowledging enjoying themselves	enduring; have much patience and a high tolerance for discomfort	rejects opportunities for pleasure, or is reluctant to acknowledge enjoying themselves
to sacrifice accomplishing their personal objectives		out of deference to others, are noncompetitive and unambitious, comfortable coming in second, even last	fails to accomplish tasks crucial to their personal objectives despite demonstrated ability to do so
people who consistently treat them badly	people who consistently	are always considerate in their dealings with others; are	is uninterested in or rejects people

	treat them well	ethical, honest, and trustworthy	who consistently treat them well
self-sacrifice	taking care of their own appropriate needs	generous; will give you the shirt off their back if you need it; do not wait to be asked	engages excessive self-sacrifice that is unsolicited by the recipient of the sacrifice

The [irrational needs](#) of the [Self-Sacrificing type](#) are based on particular [false values](#).

Devoted Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pg. 109)	Personality Disorder
for others to make everyday decisions for them; advice and reassurance from others	having to make everyday decisions; having to rely solely on their own judgment	when making decisions, are happy to seek out others' opinions and to follow their advice	has difficulty making everyday decisions without an excessive amount of advice and reassurance from others
for others to assume responsibility for major areas of their lives	having to be responsible for themselves	assumes the less dominant, more passive caretaking role; prefer to rely on the judgment of the central person in their lives	needs others to assume responsibility for most major areas of their lives
support and approval from others	losing the support or approval of others	are careful to promote good feelings between themselves and the important people in their lives; to promote harmony, tend to be polite, agreeable, and tactful	has difficulty expressing disagreement with others because of fear of loss of support or approval
to follow the lead of others	initiating projects or doing things on their own	would rather follow than lead; are cooperative and respectful of authority and institutions; easily rely on others, and take direction well	has difficulty initiating projects or doing things on their own
nurturance and support	being without nurturance and support	are thoughtful of others and good at pleasing them; will endure personal discomfort to do a good turn for the key people in their lives	goes to excessive lengths to obtain nurturance and support from others, to the point of volunteering to do things that are unpleasant

for a significant other	being alone; not being taken care of	prefer the company of one or more people to being alone	feels uncomfortable or helpless when alone because of exaggerated fear of being unable to care for themselves
relationships: care and support	not having a relationship with a significant other	relationships provide life's meaning for them; even after a painful loss of someone around whom their life was centered, they are able to form new meaningful bonds	urgently seeks another relationship as a source of care and support when a close relationship ends
to be taken care of: advice, reassurance, and support	being left to care for themselves	thoroughly dedicated to relationships in their lives; place the highest value on sustained relationships; respect the institution of marriage, as well as unofficial avowals of commitment; and work hard to keep their relationships going	is unrealistically preoccupied with fears of being left to take care of themselves
praise and approval	criticism and disapproval, especially from significant others	feel personally responsible for things that go wrong in a relationship; take it upon themselves to make things better	is easily hurt by criticism or disapproval

The [irrational needs](#) of the [Devoted type](#) are based on particular [false values](#).

Self-Confident Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pg. 86)	Personality Disorder
achievement; recognition of talent; importance		identify with people of high rank and status	has a grandiose sense of self-importance
success, power, brilliance, beauty, and ideal love		are able to visualize themselves as the hero, star, the best in their role, or the most accomplished in their field	is preoccupied with fantasies of unlimited success, power, brilliance, beauty, or ideal love
to be "special" and unique; association with other "special" or high-status people (or institutions)		believe in themselves and in their abilities; have no doubt that they are unique and special and that there is a reason for their being on the planet	believe that they are "special" and unique and can only be understood by, or should associate with other special or high status people or institutions
to be the object of admiration		accept compliments, praise, and admiration gracefully and with self- possession	requires excessive admiration
favorable treatment and automatic compliance with their expectations		expect others to treat them well at all times	has a sense of entitlement, i.e., unreasonable expectations of especially favorable treatment or automatic compliance with their expectations
to use others to achieve their own ends		are able to take advantage of the strengths and abilities of other people in order to achieve their goals, and are shrewd in their dealings with others	is interpersonally exploitive, i.e., takes advantage of others to achieve their own ends
	empathizing with others;	have a keen awareness of their thoughts and	lacks empathy; is unwilling to recognize or

	consideration of the feelings and needs of others	feelings and their overall inner state of being	identify with the feelings and needs of others
to be envied by others; to have what others have		are able competitors; they love getting to the top, and they enjoy staying there	is often envious of others or believes that others are envious of them
for importance, high status, and prestige		are unabashedly open about their aspirations and possibilities	shows arrogant, haughty behaviors or attitudes

The [irrational needs](#) of the [Self-Confident type](#) are based on particular [false values](#).

Adventurous Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 227-28)	Personality Disorder
to live by their own internal code of values	being influenced by others or by the norms of society	live by their own internal code of values; are not strongly influenced by other people or by the norms of society	failure to conform to social norms with respect to lawful behaviors as indicated by repeatedly performing acts that are grounds for arrest
to engage in high risk activities	boredom	daring; love the thrill of risk and routinely engage in high-risk activities	reckless disregard for safety of self and others
to take advantage of the weaknesses of others	consideration of others	do not worry much about others because they expect each human being to be responsible for themselves	lack of remorse, as indicated by being indifferent or rationalizing having hurt, mistreated, or stolen from another
to persuade people to do what they want them to do	being deceived, manipulated, or exploited by others	are silver-tongued, gifted in the gentle art of winning friends and influencing people	deceitfulness, as indicated by repeated lying, use of aliases, or conning others for personal profit or pleasure
for sexual variety	being tied down in a monogamous relationship	relish sex; have a strong sex drive and enjoy numerous sexual experiences with different partners	have never sustained a totally monogamous relationship for more than one year
to keep moving and exploring	settling down	love to keep moving, settling down only to have the urge to pick up and go explore, move out, move on	wanderlust
to earn an independent free-lance living by talent, skills, ingenuity and wit	the nine-to-five world	avoid the nine-to-five world; prefer to earn an independent free-lance living; do not worry about finding work; live well by their talents, skills, ingenuity, and wits	is unable to sustain consistent work behavior as indicated by...

to spend money		are easy and generous with money, believing that money should be spent and that more will turn up somewhere	repeatedly fails to honor financial obligations, as indicated by defaulting on debts or failure to provide child support or support for...
to raise hell and make mischief		were usually high-spirited hell-raisers and mischief makers	(conduct disorder as child or adolescent)
to be physically bold and tough	being exploited or taken advantage of	are courageous, physically bold, and tough; will stand up to anyone who dares to try to take advantage of them	irritability and aggressiveness, as indicated by repeated physical fights or assaults
to live without concern for consequences	concern for consequences	live in the present; do not feel guilty about the past or anxious about the future; life is meant to be experienced now	impulsivity or failure to plan ahead

The [irrational needs](#) of the [Adventurous type](#) are based on particular [false values](#).

Mercurial Vices

Irrational Need	Irrational Need to Avoid	Idealized Image (Oldham, pp. 293-94)	Personality Disorder
for an intimate relationship	abandonment	must always be deeply involved in a romantic relationship with one person	frantic efforts to avoid real or imagined abandonment
to alternately idealize and devalue the other in relationship		experience a passionate, focused attachment in all their relationships; nothing that goes on between them and other people is trivial, nothing taken lightly	a pattern of unstable and intense interpersonal relationships characterized by alternating between extreme idealization and devaluation
to alternately idealize or devalue the self		are imaginative and curious, willing to experience and experiment with other cultures, roles, and value systems, and to follow new paths	identity disturbances; markedly and persistently unstable self-image or sense of self
to shop and spend money; for sex; for mind and mood altering substances; for fast driving and other exciting activities; for food		are uninhibited, spontaneous, fun-loving, and undaunted by risk	impulsivity in at least two areas that are potentially self-damaging (e.g., spending, sex, substance abuse, reckless driving, binge eating)
to cause themselves pain or to harm themselves, or to make gestures or to threaten to harm themselves		will go to great lengths to attain calmness and inner peace	recurrent suicidal behavior, gestures, or threats, or self-mutilating behavior
to react to events in an unregulated expression of passion		show what they feel; are emotionally active and reactive; put their hearts into everything	affective instability due to a marked reactivity of mood (e.g., episodic

the love, protection, and companionship of a nurturing, thoroughly good person (pg. 313)	feelings of emptiness	unlimited appreciation of the other in relationships	dysphoria, irritability, or anxiety chronic feelings of emptiness
to frequently express anger		energetic; are lively, creative, busy, and engaging; show initiative and can stir others to activity	inappropriate, intense anger or difficulty controlling anger (e.g., frequent displays of temper, constant anger, recurrent physical fights)
to distance or distract themselves from reality		are skilled at distancing or distracting themselves from reality when it is painful or harsh	transient, stress-related paranoid ideation or severe dissociative symptoms

The [irrational needs](#) of the [Mercurial type](#) are based on particular [false values](#).

Exuberant Vices

Irrational Need

Irrational Need to Avoid

Idealized Personality Image Disorder

pleasure
intense emotional experiences
constant activity
pleasurable experiences
a positive view of past achievement
social situations to be good, and to work out well
to be able to go without sleep
to see oneself as good
to have a high level of creativity
a high level of productivity, and to produce high quality work
for people and sex
for one's activity, whatever one is doing, to be good
money
romance and sex
for the stimulation or relaxation of alcohol and/or drugs
for current experiences to be good
for new residences and new geographic locations to be good
for knowledge, skill, expertise, and mastery in certain selected areas of interest
self-confidence, sensuality, creativity, and efficiency
creative work

pain

The [irrational needs](#) of the [Exuberant type](#) are based on particular [false values](#).

John M. Oldham and Lois B. Morris (1995). *The New Personality Self-Portrait: Why You Think, Work, Love and Act the Way You Do*. New York: Bantam.

<http://www.ptypes.com/>
Copyright © 2010 Dave Kelly
ptypes@yahoo.com



This article by [Dave Kelly](#) is licensed under a [Creative Commons Attribution 3.0 United States License](#). (See [Copyrights](#) for details.)