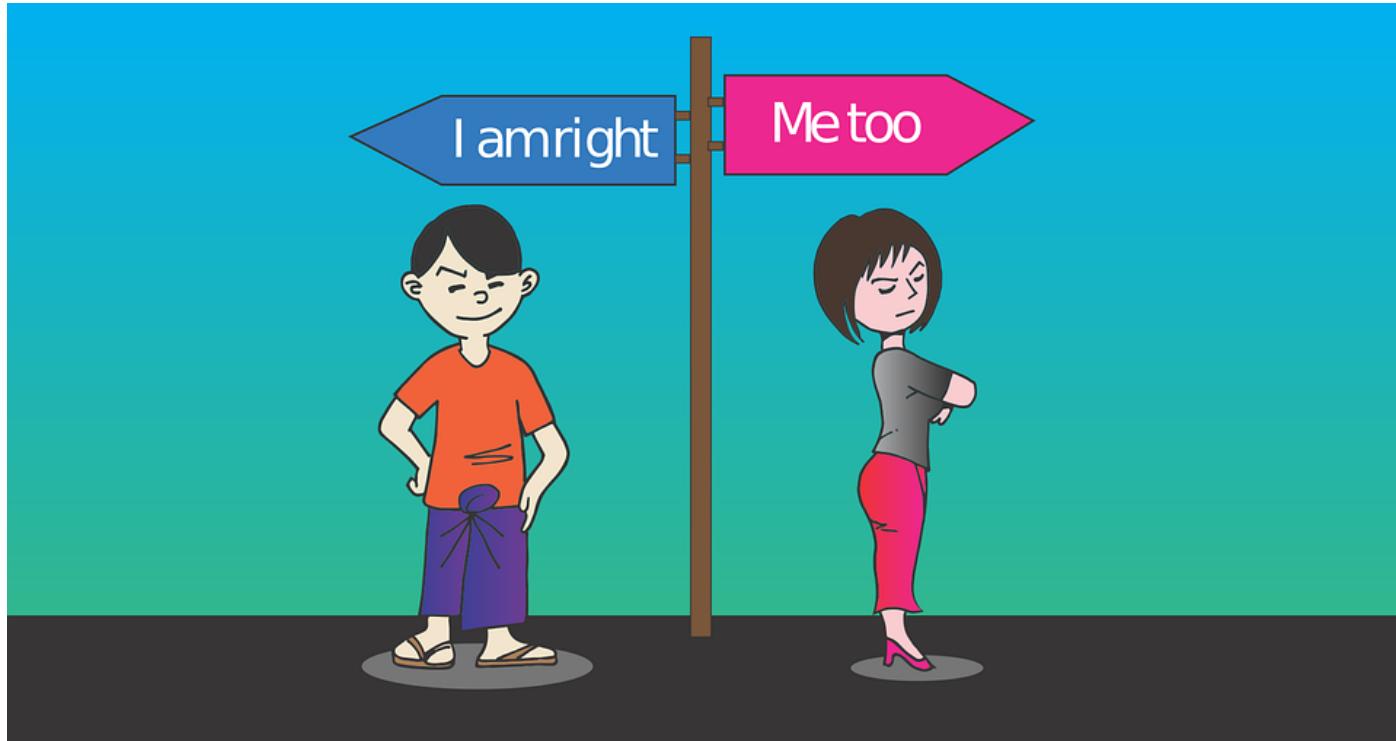


Healing Defensiveness

with ThriveTypes®



ThriveTypes®

Navigating Differences in Defenses

Differences in Defenses cause the greatest problems in relationships when an issue arises.

The two opposite Defense patterns are **Structured** and **Flexible**. Some people are **Switchable**, and they typically do the opposite Defense of the other person. Two Switchable people usually take opposite sides.

Defense

Protective automatic reactions rather than aware, chosen responses

Distant: looks for & does what's expected

Flexible: overuses flexibility, adapts to others and change, often messy or late, wants harmony, avoids conflict, undercommits, fears being inadequate

Structured: overuses structure, plans and organizes, rigid, strict, often tidy and on time, wants clarity, attacks conflict, overcommits, fears being unlovable

Switchable: two growth stages
1) opposes other's Defense, matures and
2) matches other's Defense

Fluid: not defensive but responsive, both Flexible and Structured, does not need or want protection, easily sets goals and changes course, does what most serves



DEFENSES

How We Protect Ourselves
When Stressed

How We Organize
(or Don't Organize)
Ourselves All the Time

How Much We Are
Reactive
vs.
Responsive



DEFENSES

U.S. society has gender stereotypes of strong, clear, competent, and reliable vs. soft, nurturing, adaptable, and caring. Every person, regardless of sex or gender, has an innate capacity to be both Structured (strong) and Flexible (soft). **Our Defense describes the bias or tendency we have when under stress** and also how we tend to behave throughout our life, work and relationships. There are 4 basic reactive Defenses and 1 responsive and responsible, non-defensive, conscious stand. Our Defense is not innate but learned during the first two years of life based on our relationships with our parents and caregivers.

Our Defense impacts how we generally live our lives, and these unbalanced tendencies in us **get exaggerated when we are triggered and stressed**. For example, people who are Structured typically keep their spaces neat and are on time, whereas people who are Flexible tend to be messier and more often late. The way to end defensive behavior is to recognize when it is happening, relieve and soothe our underlying fears, become present to what we lose by being defensive, and take small steps in the direction of the other Defense. This can be done during our everyday experiences (noticing how we tend to plan and organize or tend to avoid planning and prefer spontaneity) as well as when we are particularly reactive. This needs to be done by choice, not from the context of “should” or it becomes a Mask.

Defensive differences often cause the greatest problems in professional and personal relationships; coaching or therapy in this area frequently leads to rapid and significant growth.



DEFENSES

Structured

Structured people overuse and depend upon clarity, avoiding their natural capacity with Flexibility and connection. In subconscious reaction, they protect themselves by focusing on knowing what they want and need and by requesting (or demanding) it. Structured people tend to be organized in space and time. They actually feel scared if things get messy – both physical space and relationships. They are strong and determined. They are hesitant to ask about or adapt to what others want and instead do what they choose. They are more likely to notice a conflict and take action about it, not scared of a fight. They love to plan, execute, and demonstrate how much they can accomplish. If they make an agreement and realize they prefer to change it, they promptly reach out and say what they want instead. They tend to over-commit and then struggle to reach their goals, ultimately under-delivering and blaming themselves despite lots of hard work.



DEFENSES

Flexible

Flexible people overuse and depend upon adaptability, avoiding their natural capacity with Structure. In subconscious reaction, they protect themselves by putting the attention on other people and their needs and wants. Flexible people tend to be spacious, disorganized in their physical environment, and loose with time. They actually feel scared if things are too precise, neat and tidy – physical space and relationships. They are soft and caring, willing to shift what they'll do so it works for others. In a conflict, they are more likely to flee or faint (feel unclear or confused), physically and/or energetically. If you ask their opinion, they may not know their own preference, or they may know it but feel afraid to say it, asking about what you want instead. Sometimes they make agreements, realize they want something else, then avoid creating a new agreement, and just do their own thing hoping it will all work out. If an issue arises, they avoid it, hoping the problem will go away. They tend to avoid setting goals or under-commit, agreeing to do less, and often then over-deliver and impress people by the end.



DEFENSES

Switchable

Switchable goes back and forth from **overdoing Structured** to **overdoing Flexible** in subconscious reaction to whatever is happening. Switchable people can flee, faint or fight or even go back to Distant and freeze. When less mature, and this is most common, they tend to switch or flip to the opposite Defense of the people around them. Eventually Switchable people mature to a second stage in which they still automatically or subconsciously react, but now they move towards the other's Defense instead of away. This is a huge step towards decreasing overall defensiveness, because when two people of the same defensive style interact, they avoid conflict or soothe it easily. Switchable people can have any pattern of under- or over-committing and under- or over-delivering based on their defensive expression in each moment. Switchable people can be challenging for others because no one can easily predict what they'll do. People with Switchable Defense also often do the opposite of others in a variety of ways as well (e.g., if another person worries, the Switchable person with them often stays calm and vice versa).



DEFENSES

Fluid

Fluid is a non-defensive stand, simultaneously both soft and strong, embodying and expressing both Flexible and Structured in conscious choice. Fluid people realize that reactive Defenses don't actually offer any protection. They instead flow, knowing that they can honor themselves and others simultaneously. They look for co-creative winwin solutions which tend to calm others' defensiveness. Everyone can grow to become Fluid by getting conscious of their fear signatures (their particular patterns of freeze, flee, faint, and fight) and learning to shift in the moment. Another trick for becoming Fluid is to notice others' defensiveness and attempt to consciously match them.



WHICH IS YOUR DEFENSE?

CHECK ALL THAT APPLY

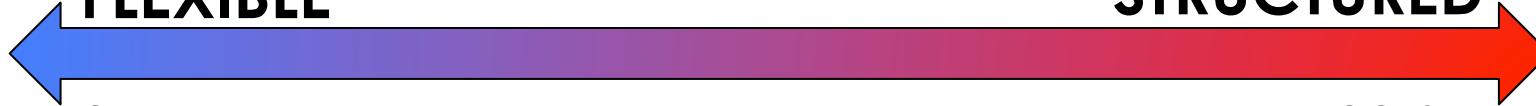


DEFENSES

SWITCHABLE

FLEXIBLE

STRUCTURED



OPEN

FOCUSED

SPONTANEOUS

PLANNED

CHAOTIC

ORGANIZED

LATE

ON TIME

HOLD BACK MY OPINIONS

SHARE MY OPINIONS

INDIRECT

DIRECT

GET ALONG

GET IT DONE

ABOUT THE JOURNEY

ABOUT THE DESTINATION

ADAPTABLE

INTENSE

VALUE RELATIONSHIPS OVER RESULTS

VALUE RESULTS OVER RELATIONSHIPS

UNDER-PROMISE, OVER-DELIVER

OVER-PROMISE, STRAIN TO DELIVER

DISCOVER SOLUTIONS ON THE WAY

FORSEE PROBLEMS AHEAD

AVOID CONFLICT

DIRECTLY ADDRESS CONFLICT

COMPLAIN TO OTHERS (SHAME)

BLAME THE PERSON

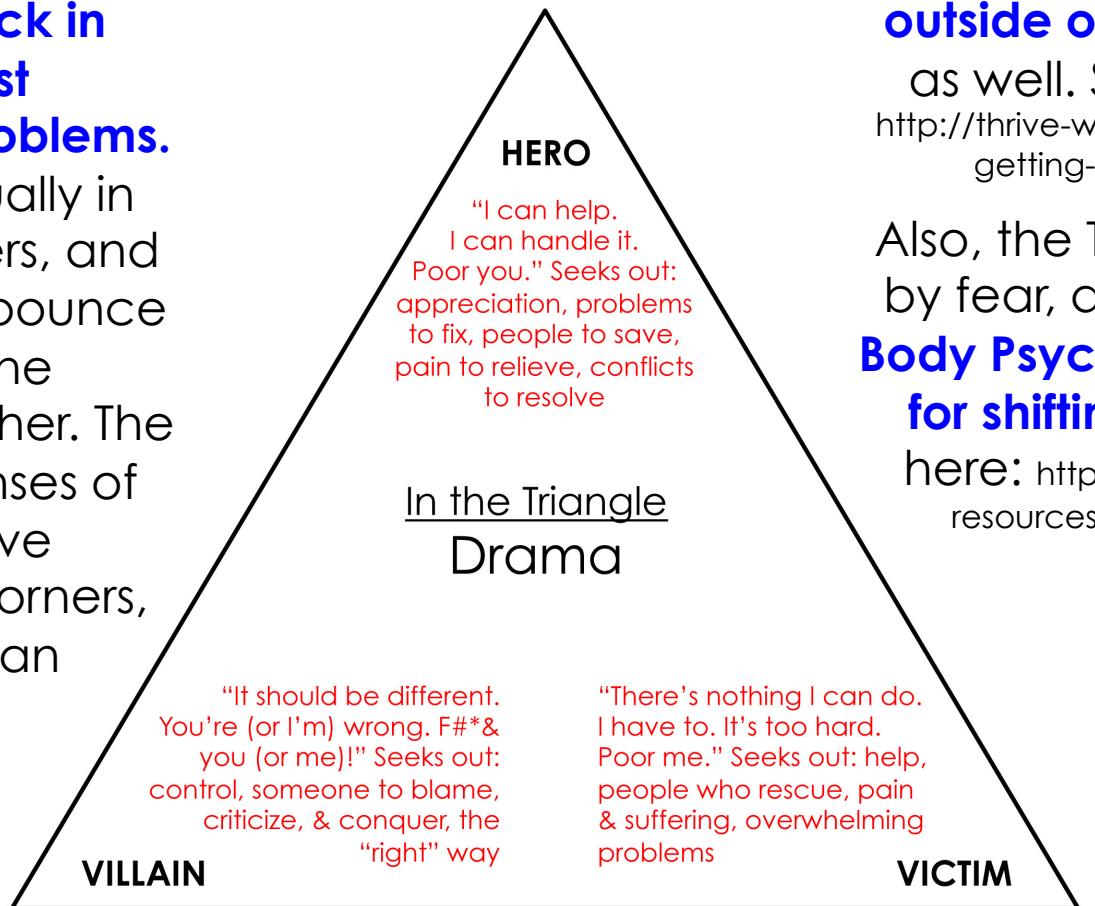


THE DRAMA TRIANGLE

A Related Model from Body Psychology

These are three roles people get stuck in that cause most relationship problems.

People are usually in different corners, and a person can bounce around from one corner to another. The different Defenses of ThriveTypes have their favorite corners, but a person can be in any of them.

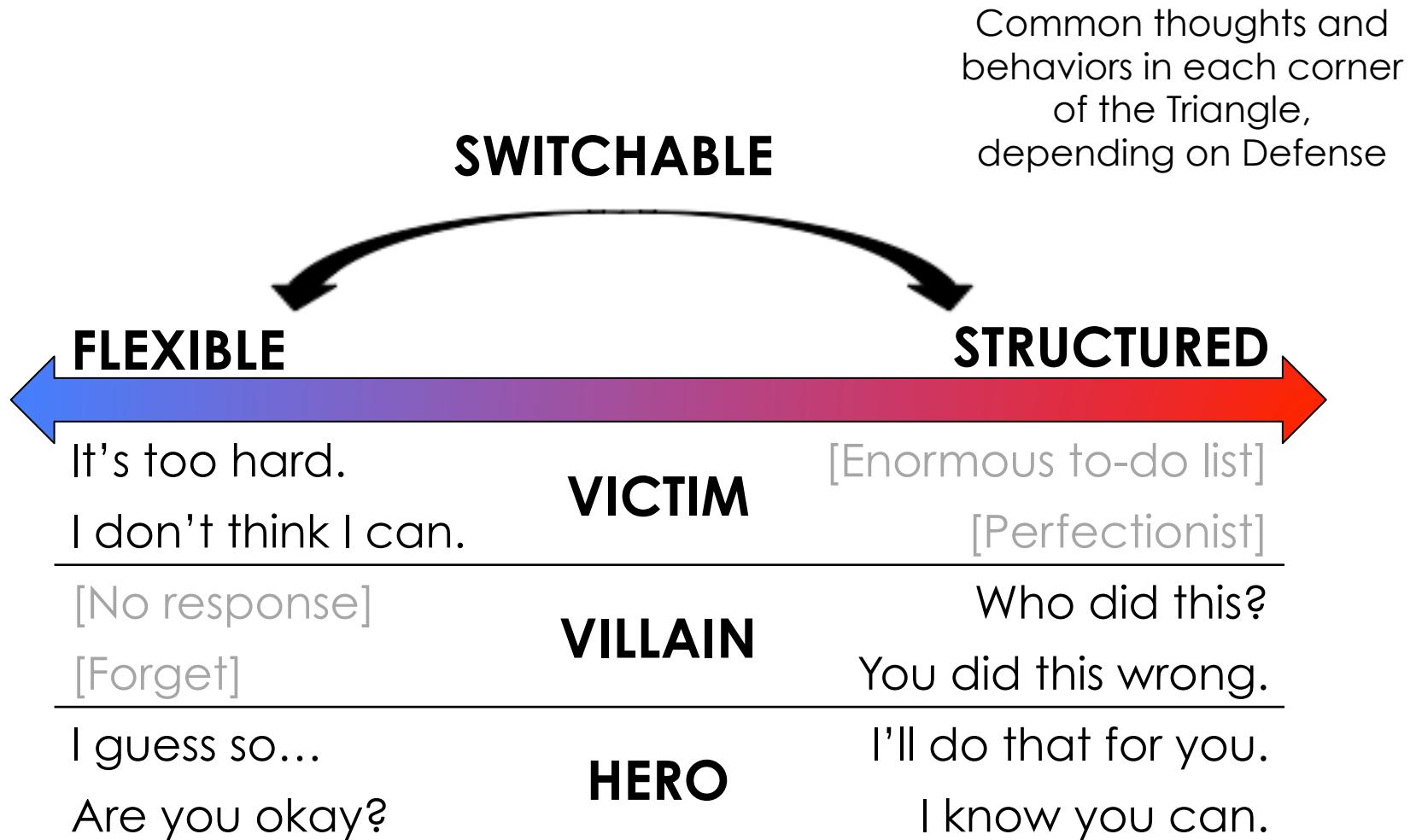


There are three roles outside of the Triangle as well. See those at: <http://thrive-wise.com/resources/getting-out-of-the-triangle/>

Also, the Triangle is run by fear, and there are **Body Psychology tricks for shifting out of fear** here: <http://thrive-wise.com/resources/4-fears-and-body-antidotes/>

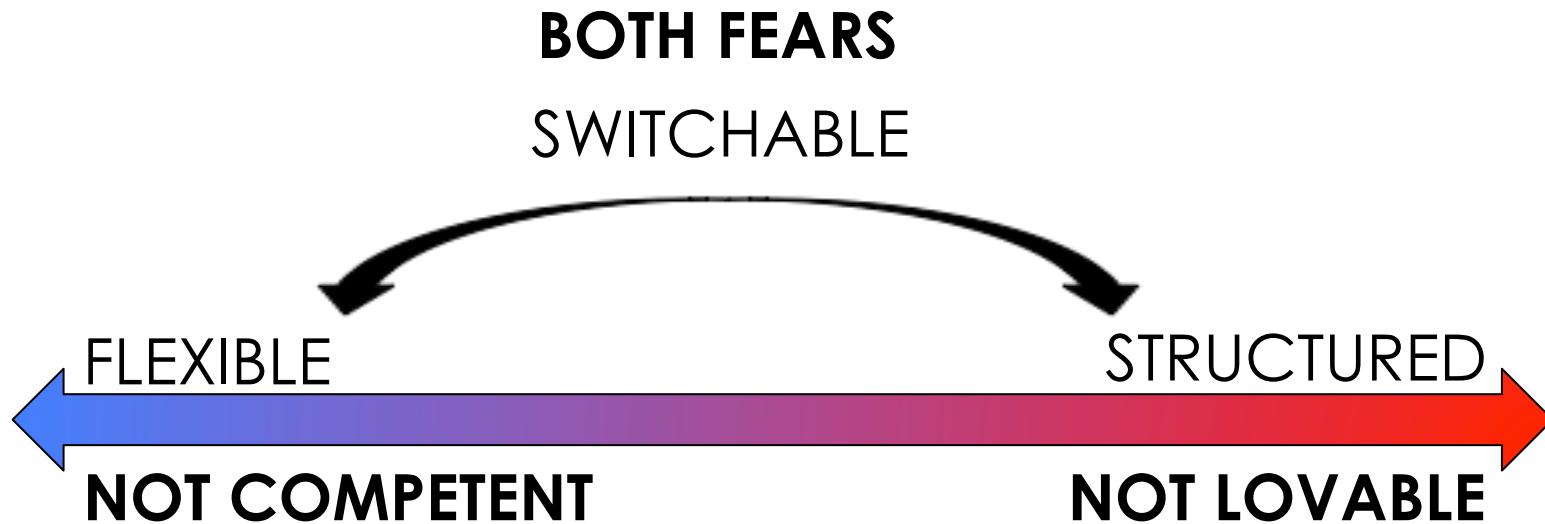


DEFENSES & THE TRIANGLE



DEFENSIVE FEARS

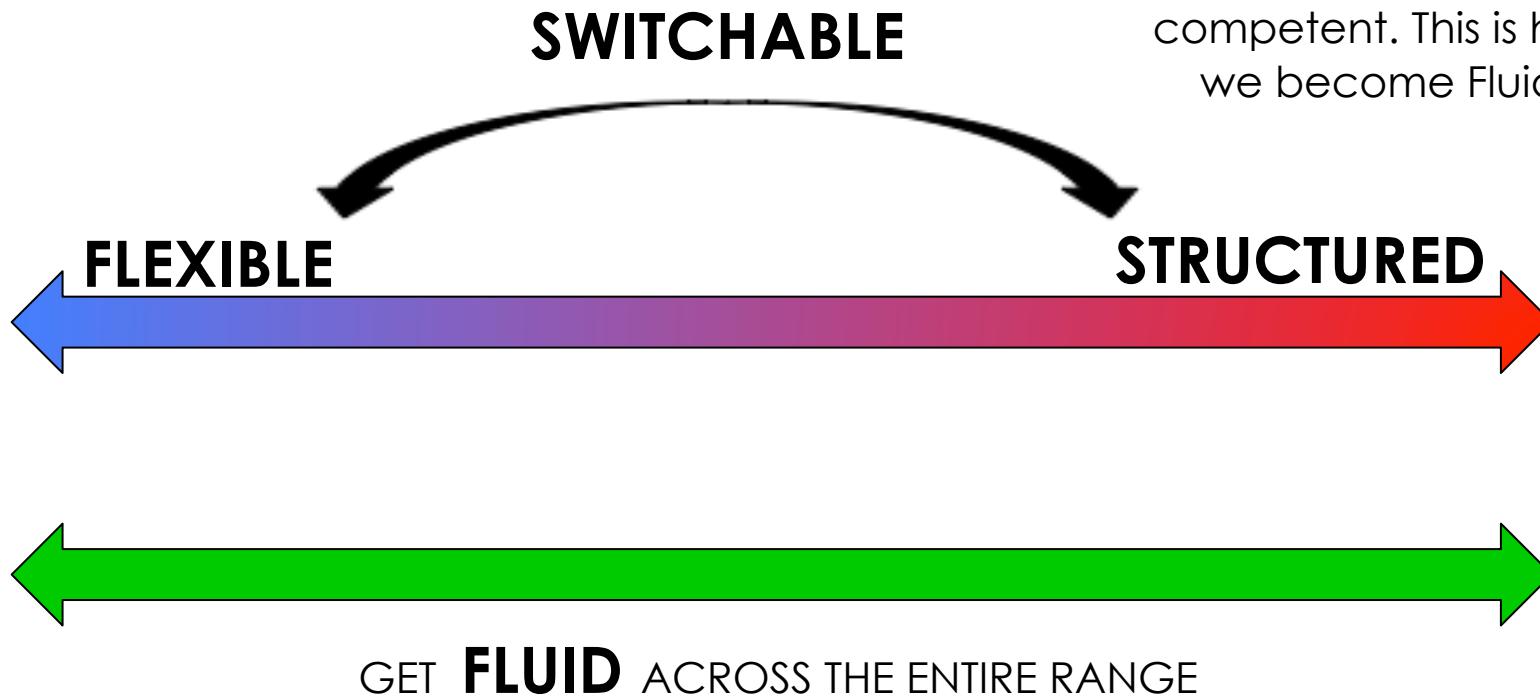
There are core fears underlying each Defense. People who are Switchable have both fears. When Defensiveness happens, our fears have triggered. When someone does the opposite Defense with us, we experience the “trauma” all over again.



LOOSENING DEFENSES

REACTIVE

RESPONSIVE



We have an opportunity to ease our fears and tell ourselves we are loveable and competent. This is how we become Fluid.



TIPS FOR DECREASING DEFENSIVENESS

Thoughts Feelings Actions

Get Less **FLEXIBLE**
Add **STRUCTURE**

Get Less **STRUCTURED**
Add **Flexibility**

Straighten & organize your body	Open your collar, loosen clothes
Neaten the space around you	Make a small mess, disorganize
Stare directly at something	Soften your gaze
Make fists, push feet into the floor	Breathe deeply, wiggle, sway arms
Say, "I am capable"	Say, "People like me"
Open to feeling angry, frustrated	Acknowledge you feel scared, sad
Imagine wanting, going to get it, joy	Recall your tenderness, receptivity
Appreciate your independence	Appreciate your connectedness
Imagine something serious	Imagine something silly
Envision yourself being on time	Envision yourself being late
Recall what you are good at	Recall what you can't do
Notice what you have	Notice what you're missing
Wonder what could be bigger, more	Wonder what could be smaller, less



MORE TIPS FOR DECREASING DEFENSIVENESS

Determine your and your partner's Defenses

Recognize the patterns of Defenses when they happen

Realize that your partner's Defense shows up when he/she feels scared, and practice remembering not to take it personally

Say and really embody affirmations about being LOVABLE and/or being CAPABLE and COMPETENT

Discover how you play in the Triangle and learn to step Beyond the Triangle: <http://thrive-wise.com/resources/getting-out-of-the-triangle/>

Learn the Fear Antidotes and use them, particularly when your Defenses appear: <http://thrive-wise.com/resources/4-fears-and-body-antidotes/>

Love yourself for having a Defense when it arises;
it protected you long ago.



ThriveTypes®

Navigating Differences & Similarities

Get an Intuitive Eye Reading to learn your ThriveTypes.

Focus on and enjoy your similarities together.
(such as Talents you have in common)

When Talents are different, get met in those by others in your life.

When Defenses are different, if each of you grow and mature, you can navigate challenges and discover common ground. This will both prevent and solve problems in the moment.

Get support with ThriveTypes and Body Psychology Coaching.

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