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## INNOVATING FOR INDIA A LIFE IN PUBLIC SERVICE

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# WHY ARE YOU LIKE THIS?

## Understanding Personality Types

**Juggling work deadlines, handling difficult bosses, teenagers, picky in-laws, or a spouse who just doesn't seem to get you? We've all been there. It can get overwhelming when you are dealing with people who are very different from you. Did you know that 75% of people you meet in this lifetime will have a personality that is very different from you?**

### Psycho-Geometrics

This is where Psycho-Geometrics can make your life super easy. PsychoGeometrics® is a revolutionary communication system created in 1978 by Susan E. Dellinger, Ph.D. In 2004, Dr. Dellinger collaborated with Jack Wolf, Ph.D., to further validate the system and in 2010, the first online assessment was launched, making PsychoGeometrics® more accessible to a global audience. This life-changing system is used in over 60 countries by leaders and individuals alike, helping to navigate the trickiest relationships. It is the science of understanding people and personalities using five geometric shapes!

Ever had a friend who was the perfect study buddy one minute, then a nightmare the next? It's like personalities can do a 180 without warning. My sister, for example, went from singing praises about her boss to seeing him as a total tyrant.

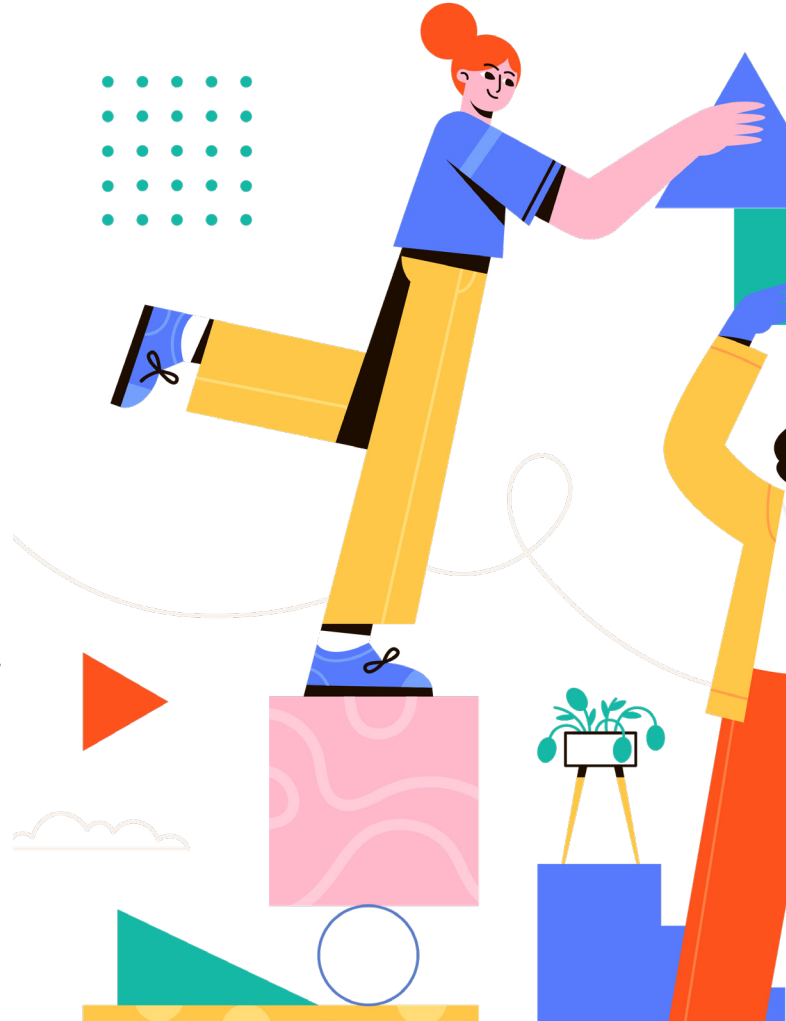
Here's the thing: we're naturally drawn to people who balance us out. It's like having the yin to your yang, but, interestingly, what's cool at first can turn into a total drag later on.

Think of it this way: you've got your super-organized, detail-oriented buddy who's great for planning parties, but they

might drive you nuts with their need for everything to be just so. Then there's the charismatic go-getter who's always pushing for new ideas. They're awesome for brainstorming sessions, but their "my way or the highway" attitude can rub some folks the wrong way. The fact is most people you meet will be different from you. And that's okay! Embracing those differences can lead to some great friendships and collaborations.

### How to Navigate the Sea of Personalities?

The study of understanding people is an old one. The purpose of this is simple. If you can understand people, you will be able to



predict how they will respond to certain situations and, therefore, be able to manage them better. You will be able to understand why they behave the way they do, their needs, values, and quirks. Also, you will feel more in control of the situations around you and your reaction to them. Now, isn't that valuable?

**Meet the Box:** the ultimate taskmaster.

Picture this person who color-codes their notes, plans their day down to the minute, and can't stand a messy desk to save their life. Yep, that's the Box! With their laser focus and attention to detail, Boxes are like the superheroes of organization. They're the ones who make sure everything runs like clockwork, from group projects to weekend hangouts.

But here's the thing: mess with their carefully crafted plans, and you'll see a side of them you never knew existed. They thrive on structure and predictability, and anything less sends them into a tailspin. So, if you've got a friend or colleague who's always rearranging

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their room or color-coding their closet, chances are, you've got yourself a Box. Just remember to keep things neat and tidy – or prepare for the fallout!

**Meet the Triangle:** the bossy go-getter. Think of that friend who's always in charge, loves making decisions, and insists on doing things their way. That's your Triangle!

Triangles are born leaders, much like the ancient pharaohs with their pyramids. They're all about big goals and direct action. While Boxes obsess over details, Triangles want to get things done – fast.

Their decisiveness can be inspiring but watch out! Their take-charge attitude can sometimes come off as a bit aggressive. So, if you've got a friend who always wants to lead the group project, you're probably dealing with a Triangle. Just buckle up and enjoy the ride!

**Meet the Circle:** If the Circle were a person, they'd be that friend who's always spreading good vibes. They're the glue holding the group together, always ready to calm drama and keep everyone happy. Circles are the masters of harmony and can read people like a book, spotting fakes in seconds.

As leaders, Circles sometimes try too hard to please everyone and avoid tough decisions. But their loving, empathetic nature makes them well-liked and essential for smoothing over any rough patches. Do you know a Circle? They're the ones making sure everyone's having a good time, always rolling



with positivity.

**Meet the Squiggle:** creative, spontaneous, and always down for an adventure. But good luck getting them to stick to a schedule! The class clown and the creative genius all rolled into one! Squiggles thrive on chaos and hate anything routine. They're the ones coming up with wild ideas and bouncing off the walls with excitement. Squiggles can't stand boring details and need constant change and variety to stay engaged. They're perfect for startups, where everything's unpredictable and new challenges pop up daily. They're the fun ones who keep things interesting with their endless energy and creativity.

**Meet the Rectangle:** confused, unpredictable, indecisive, contemplative – lost, yet not found. They are in transition mode, like students waiting for the last bell before summer break. They're done with the current situation and eager for something new, even if they don't know what it is yet.

Rectangles have been grinding away for ages without much recognition and are totally fed up. They're unpredictable, constantly changing moods and goals. One day they're one thing, the next day something

else entirely. If you're feeling restless and tired of the same old routine, you might be a Rectangle. Embrace the chaos – exciting changes are coming!

The bottom line? Embracing these differences can lead to enlightening discoveries about yourself and the people around you. So, next time you're wondering, "Why are you like this?" just remember: diversity is what makes life interesting.

Happy exploring! ✨

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#### ABOUT THE AUTHOR

Sneha Shah is a well-known Psychologist, coach and founder of ISRA. Sneha has a double major in Psychology, and, over the past decade, she has received immense recognition for doing path-breaking work and has trained over 75,000 people in 10 countries. She offers webinars and workshops that are attended by a global audience.

Through her company ISRA, Sneha is the sole owner of the Psycho-Geometrics® system for India. She is also a certified Master Trainer for Heal Your Life® U.S.A. and one of the few professionals in India trained to practice the Gottman Couples Therapy Method.

Sneha has created a large community of people empowered with the tools to heal themselves and live up to their true potential. She is also the author of 'What Shape Are You?' a pathbreaking guide to decoding people and personalities.

*Sneha Shah*

