

CONTENTS

Your Tendency

1: The Four Tendencies 3

The Origin of the Four Tendencies • How the Tendencies Weave Throughout Our Characters • Why It's Helpful to Identify Our Own Tendency • Why It's Helpful to Identify Others' Tendencies

2: Identify Your Tendency 19

Take the Four Tendencies Quiz

Upholder

"Discipline is my freedom"

3: Understanding the Upholder 27

"Do what's right even when people call you uptight"

Strengths • Weaknesses • Variations Within the Tendency • Why Upholders Have an Instinct for Self-preservation • How Upholders Can Manage Upholder Tightening • Why Upholders Must Articulate Their Inner Expectations

4: Dealing with an Upholder 47

"Just do it"

Work • Spouse • Child • Health Client • Choosing a Career

Questioner

"I'll comply—if you convince me why"

5: Understanding the Questioner 67

"But why?"

Strengths • Weaknesses • Variations Within the Tendency • Why Questioners Dislike Being Questioned • How Questioners Can Master Analysis-Paralysis • How Questioners Can Meet Unjustified Expectations by Finding Their Own Justifications

6: Dealing with a Questioner 85

"Why do we need a motto?"

Work • Spouse • Child • Health Client • Choosing a Career

Obliger

"You can count on me, and I'm counting on you to count on me"

7: Understanding the Obliger 101

"I'll do anything you ask. Until I won't."

Strengths • Weaknesses • Variations Within the Tendency • How Obligers Can Meet Inner Expectations by Creating Outer Accountability • When Outer Accountability Disappears • How Obligers Can Manage the Pros and Cons of the Tendency • How Obligers Shift the Line Between Outer and Inner Expectations • How to Understand and Protect Against Obliger-Rebellion

8: Dealing with an Obliger 141

"Say yes to less"

Work • Spouse • Child • Health Client • Choosing a Career

Rebel

"You can't make me, and neither can I"

9: Understanding the Rebel 155

"It's so hard when I have to, and so easy when I want to"

Strengths • Weaknesses • Variations Within the Tendency • How Others Can Influence Rebels to Meet an Expectation • How Rebels Can Influence Themselves to Meet an Expectation • Why Rebels May Be Drawn to Lives of High Regulation

10: Dealing with a Rebel 183

"You're not the boss of me"

Work • Spouse • Child • Health Client • Choosing a Career

Applying the Four Tendencies

11. When the Four Tendencies Pair Up 211

12. Speaking Effectively to Each Tendency 229

13: Whatever Our Tendency, We Can Learn 243 to Harness Its Strengths

Appendix

Acknowledgments 246

Flash Evaluation for Gretchen Rubin's Four Tendencies 247

Further Resources on Gretchen Rubin's Four Tendencies 252

The Better App: Gretchen Rubin's Four Tendencies 254

Notes 256