Let’s Talk about Nutrition: Communication Skills for Health Care Professionals

Topic 39

Module 39.4

Discover Your Personality to Improve Your Communication Skills

Prof. Alain Golay
Service of therapeutic education for chronic diseases
Geneva University Hospital, Switzerland

Learning Objectives
- Discover your personality;
- Choose a diet depending on the personality.

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Key Messages
- Personality;
- Communication.

1. Introduction

Defining your personality better will enable you to improve your communication skills and give you more confidence when you are with others. You undoubtedly have friends with whom you empathize, while others irritate you by their behavior. When you know your own temperament well, you will more easily grasp that of people around you. You will learn to adjust what you say to those who irritate you. You will be more patient with slow-natured people. To develop confidence between you and your interlocutors or partners, you must recognize and above all comprehend their interpersonal needs. How an individual functions is appreciable only through that person's actions. If you display annoyance, if you shout, all that people see of you is your anger. The only means we have of building someone's confidence in us is through our behavior. However, the control over our attitudes tends to escape us as they are generally prompted by our thoughts, basic values, and above all, our interpersonal needs, which are not immediately apparent. We propose an original, simplified adaptation of the Persona personality test to determine
these interpersonal needs (1-5). Our version, which we have validated in published clinical research, separates people into four personality categories according to the degree of power they exercise over others and their level of expressiveness. We define people as directive or compliant, the two poles of the axis of power, and either extraverted or introverted — four groups of personality, each of which has distinct, characteristic interpersonal needs.

2. Take the Personality Test Yourself

The best way to get acquainted with the definitions of the four personality types is to take the test yourself. After taking the test, you will see which of our categories you come under, that of a 'promoter', a 'facilitator', a 'controller' or an 'analyzer'. In taking this temperament evaluation, you must answer the questions as quickly as possible. Your first response is often the closest to the truth. If you start thinking about how you should answer, you hesitate and that often leads to mistakes. For each question, you must choose one response from the pair of words provided, the two words always having opposing significance. The answer must correspond to how you really are and not how you would like to be! It must reflect the most frequent characteristics of your personality. For example, the first question: "Do you tend to be directive or accommodative?" Some of you will say: "That depends! I am accommodative at work because, otherwise, I would be afraid of losing my job, whereas at home I have dictatorial tendencies!" The opposite may also be true. Answer as frankly and freely as possible.

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*Fig. 1a* The personality test

Disregard the boxes checked in the left column. Count the number of boxes checked in the right column and mark the result on the horizontal axis of *Fig. 2.*
Check only one box for each word pair

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**Fig. 1b** The personality test (second part)

Disregard the boxes checked in the right column. Count only the boxes checked in the left column and mark the result on the vertical axis of **Fig. 2**.

![Figure 2](image-url)

For the first seventeen pairs of words (**Fig. 1a**), count the number of boxes that are checked in the column on the right and mark the score on the horizontal axis which is

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designated the power axis (Fig. 2). For the other seventeen word pairs (Fig. 1b), count the number of boxes checked in the left-hand column, and locate this score on the vertical axis which is designated the emotivity axis (Fig. 2). These two coordinates determine your position on the graph, and indicate your type of personality (see example in Fig. 2). Don't imagine that this test is made to show whether a personality is good or bad. There are no good or bad personalities. This test is not a psychiatric questionnaire. It takes a computer to carry out the sophisticated analysis of the complete test!
The interpretation of our test involves two axes, the horizontal axis of power (Fig. 3), which distinguishes two directive and two compliant personalities, and the vertical axis of emotivity (Fig. 4), which distinguishes two reserved and two expressive personalities.
Defining yourself according to your degree of power and expressiveness helps you to grasp the interpersonal needs of others, and this nurtures the development of mutual confidence. According to Carl Jung, the great Swiss psychiatrist of the beginning of the century and disciple of Freud, there are at least four different interpersonal needs, each of which corresponds to one of the personality types defined by tests like the one you just took. By determining your predominant interpersonal need, you gain in self-understanding, and we get insight that is helpful in planning a diet that is more appropriate for you.

3. The Need of Promoters to Make an Impact and to be Admired

The first interpersonal need that Carl Jung proposed was the need to be admired by and make an impact on others. It has been observed that directive and expressive people very often seek to be recognized as unique individuals, who stand out from the others. Promoting people, who are defined as having a very strong personality, who are directive and expressive, seek to shine in social circles and be noticed in public places. If you want to please a promoter, organize a large party for him or give him an award of recognition in a gathering. Promoters often have an expensive car which they tend to park in front of the finest restaurants, to be admired. Among promoters, one may recognize a director, actor, communicator, or fine talker.

4. The Need of Facilitators for Membership

The second interpersonal need that Jung proposed was membership. Certain people are confident in themselves only if they are admitted into a group of friends. According to our test of temperament, the people who tend to be compliant and expressive have the interpersonal need of membership. Such individuals, whom we call facilitators, above all need the recognition of a circle of friends or colleagues at work, in a consensual atmosphere. They like to run around with their friends and they are usually good organizers.

Among facilitators whom I have encountered, many are health professionals, nurses, social workers and general practitioners and internists. A few are ministers or teachers. They like people, family values and are often dependent on their family circle. I have noticed that facilitators take care of others and disregard themselves. They worry about everyone’s
health but their own. Many put on weight if they are tense and concerned by family problems. One woman I knew would gain eight or nine pounds every time her children went through an exam period. To avoid being barred from a group, a facilitator would not dare to refuse an invitation; they never quite manage to refuse second helpings for fear of disappointing their host.

5. The Need of Controllers for Achievement

The third interpersonal need according to Jung is achievement. Controllers have this interpersonal need of achievement. Controllers are directive and reserved. What counts above all, for them, is to obtain results and to rise to a challenge. Among controllers one finds many bankers, surgeons, and business executives. Their attention is captured by objects, affairs and results more than by people. I set goals for my controlling patients, because they love a challenge. "I hope that at your next visit, in one month, you will have lost eight pounds." Such a challenge cannot be met by a facilitating patient, and the result may even be disastrous. With controllers, it is important to get to the heart of matters. No need to go into details with them; they have no time to lose.

6. The Need of Analyzers for Security

The last interpersonal need suggested by Jung was that of security. Our temperament test defines a fourth type of person, designated analyzer, who is reserved and compliant. They have an interpersonal need for a feeling of security. To make analyzing acquaintances feel confident, you have to give them a lot of detail, especially concerning the basis or sources of what you tell them. Analyzers can only be convinced by hard evidence or well argued analyses. Family values are very important to them and analyzers very often look back on their past for aid in asserting themselves.

I have encountered many analyzers among fundamental research scientists, accountants, archaeologists, and computer specialists. They are precise and dependable. If I need to have someone drive me to the airport, I always ask an analyzer. That way, I am sure to be there on time, whereas promoters are almost invariably late.

We have seen that the strong points of analyzers are their reliability and precision, which
are principally motivated by an interpersonal need for security. If you are an analyzer, you also need to know your weak points. This will enable you to compensate for them and make you more tolerant of the weak points in others. You have particular trouble getting along with promoters because they are vague and that can irritate you. Your weak point is a lack of openness and creativity, which is precisely the strong point of promoters. The latter come up with ideas; they like to create. Their projects are not often carried through, because projects that have gotten underway are invariably replaced by newer ones. Promoters have ingenious ideas and too often plunge blindly forward with few guarantees. Analyzers prefer establishing a complete file on the feasibility of a project and tend to be cautious, much to the despair of promoters. Analyzers are careful and take their time before beginning anything new.

If you are a promoter, instead of getting irritated by the slowness of analyzers, try to use their aptitude for analysis. That decision may one day save you from bankruptcy or disillusionment. On the other hand, if you are an analyzer, quit imagining that your promoter acquaintances are full of ridiculous ideas. Analyze their ideas and retain the best ones to turn them into brilliant projects which you are capable of executing and finishing. It is easy to see how analyzers may become irritated by the actions of promoters, because they have such contrasting natures and interpersonal needs.

It is not rare to find an analyzer associated with a promoter, because instinctively they understand that they are complementary. That is also true for some couples, but unfortunately, after many years together, they tend to complain about each other's imperfections.

Complementarity may also exist between a facilitator and a controller, two other contrary personalities. The qualities of the one are the defects of the other, and vice versa. The strong point of facilitators is their adaptability. We have nicknamed them the "yes men", because they always agree with everyone, to please to them or to avoid conflict and confrontations. The problem of facilitators is not being able to refuse. In social circles, they are highly appreciated. They are easy to get along with and there are few problems or conflicts with them.

This quality of acceptability, of flexibility carried to the extreme, is the source of their weak point, which is a lack of frankness. It is always difficult to perceive what a facilitator really thinks about something. A controller has great difficulties when faced with a facilitator. If you are a controller, you are fundamentally incapable of being less than frank, even if it offends someone. You pride yourself in saying for anyone to hear what others are saying under their breath. Your weak point, contrary to facilitators, is precisely your rigidity. By constantly telling people what you think of them, you end up making enemies, particularly among facilitators.
7. The Ability to Make Decisions

I have always felt that a person's ability to make decisions is essential for characterizing that person. We judge collaborators by their way of making a decision, by their speed of execution. For my part, the way that patients make decisions helps me to define their personality and choose a diet and treatment that is appropriate for them. Promoting and facilitating patients tend to make decisions by feeling and intuition. Controllers and analyzers make their decisions after thorough reflection. Promoters and controllers make their decisions quickly whereas facilitators and analyzers make their decisions slowly.

When promoters and analyzers go shopping, promoters see the real bargains immediately. They may very quickly buy several articles, intuitively, without needing to compare or look elsewhere. In contrast, analyzers have to reflect, compare, return to rival stores before making a final decision. They will come back if the transaction really is a bargain. But the risk, for such a person who cogitates and waits so long, is that of no longer finding the coveted article, since in the meantime a promoter has come along. Conversely, the latter are more easily mistaken.

Certain airlines have their candidate pilots take the original Persona test. They do not wish to have three analyzing pilots in the same cockpit, because at the least drop of rain none would want take off. Their interpersonal need being security, analyzing pilots are required, but having three together could induce obsessional behavior. Conversely, it would be dangerous to associate three promoters who might make overly hasty decisions, without making all the conventional verifications. As we have already pointed out, such behavior is typical of the weakness of promoters, a lack of reliability and precision.

Decision-making by controllers is usually rapid. They listen to the opinions of others, but their mind is already made up. Controller company directors pretend to seek input from their employees, but their decisions tend to show that the requested audits have been ignored. Such decisions make controllers quite unpopular with their colleagues. The controller is regarded by them as attending only to business, without worrying about the human consequences. Don't forget that their basic interpersonal need is achievement and that results are practically all that counts to them.

If you want a pleasant working atmosphere in your company, hire a facilitator as chief of personnel. They listen to their colleagues. Parties and social gatherings organized by a facilitator are hard to top. The only problem of having a facilitator as chief of personnel is
that he or she would have a very hard time satisfying everyone. Especially the controlling owner, who wants to increase production with fewer employees. Facilitators have great difficulties in making decisions. They have a certain amount of intuition but most often seek second opinions. They are likely to change their mind as often as they change whom they are talking to. They are incapable of making a decision that might be painful to someone, because they would no longer be accepted and appreciated at work.

In an emergency situation, controllers are the most effective, because they are fastest and the least easily swayed.

8. “My Personality Makes Me Gain Weight”

"The slightest morsel of food makes me heavier!" You are sure that you're the only one who puts on pounds even though it seems that you eat so little. Many people feel the same way, but each of them gains weight for different reasons. For the time being, let's see how the personality test that we use can help bring into focus what lies behind weight problems according to an individual's temperament, and sort out the causes of obesity (Fig. 8) and the types of food and alcohol liked (Fig. 9-10).

I encourage you to read not only the paragraphs that concern you, but also those addressing the other two personalities closest to yours. For example, a promoter may sometimes behave like a controller or a facilitator, but seldom like an analyzer. Facilitators sometimes display the traits of promoters or analyzers, but almost never those of a controller. Some days, an analyzer may shift toward facilitating or controlling, depending on certain activities, and a controller may temporarily adopt a promoting or analyzing attitude.

![The causes of obesity diagram](image-url)

**Fig. 8**
Promoters (Fig. 8, 9, 10)
You are a promoter and you eat for the pleasure. You are a gourmand, you love good cooking. You are an epicure, in other words you are a hearty eater. You like good food and you are always on the lookout for a new gourmet restaurant. You like exotic dishes and many of you have a little black book with all your favorite places to eat, from diners to dinner bars.
Before a sumptuous buffet, you just have to taste a little of everything ... and that’s your Waterloo. You are capable of wolfing down phenomenal quantities of food. You are a gourmet and the way dishes are presented, as well as the decor of a restaurant are very important to you. You enjoy good company. You adore fine wines, cocktails and champagne, but prefer drinking stronger beverages. You do not necessarily have a drink every day, but if the occasion arises and what you’re having is good, you are capable of getting carried away. You will look for the best pâté de foie gras and rare cheeses which are inevitably 50% fat; and you are probably particularly fond of double cream and rich sauces. I may have caricatured your tastes, but the promoters among you are undoubtedly very familiar with some of these tendencies.

Facilitators (Fig. 8, 9, 10)
You are a facilitator and you like eating out with friends. You don’t like to be alone while...
eating because, for you, food represents sharing. You enjoy trading recipes, and sharing meals and impressions with your inner circle. One of the problems that you have is not knowing how to turn down an invitation. Any occasion is a good excuse for partying and dining in pleasant company. The other trait that gives you trouble weightwise is not being able to refuse when seconds are proposed. You cannot resist a well-stocked buffet-cocktail party, and you don’t know how to say no when your hosts offer you another helping of dessert, especially when it was made especially for you. For facilitators, one of the crucial steps in losing weight is learning how to refuse politely, without offending your host. We will discuss this again in detail. With my patients, I regularly conduct role games to teach them that it is easier than they think to find arguments for not giving in, even when your friends insist. This kind of problem also arises at your local bar and grill. You have difficulty leaving when someone calls for one last round of drinks. You are accustomed to having an aperitif and any event is a welcome chance to celebrate with colleagues: birthdays, engagements, new babies, etc. It doesn't matter what you drink, the important thing is sharing special times with your comrades.

I will not give you an absurd diet that hinders your social life, nor ask you to stay home after work! Your interpersonal needs and practically your reason for living lie in the pleasure of sharing. I have encountered several facilitating patients who had slumped into depression because the diets that they had been on were unfeasible away from home and kept them from socializing. I am always wary when a facilitating patient loses a lot of weight after having refused invitations and resisted culinary temptations. I know from experience that facilitators cannot hold out like that for long. They inevitably gain back what was lost and more. I never deprive a facilitating patient of his social life, to avoid the onset of depression. It is also impossible for facilitators to follow a special diet and cook differently for their family: intermediate-term failure is practically guaranteed.

The very principle of treating facilitating patients consists in having them eat like everyone else, but teaching them to refuse second helpings.

Controllers (Fig. 8, 9, 10)
You are a controller and you think that eating is a waste of time. The present moment is what counts for you and you do not like meals to drag out. Sandwiches are your mainstay at lunch, as you never have a minute to spare. A hamburger is put away in less time than it takes to order it. Gulping things down, swallowing so quickly, it’s more like filling up your tank than having a meal. You feel like you’ve had nothing, but that slice of pizza, foot-long hot dog or double hamburger that you actually did eat was very rich in calories and, above all, in fat. Although at the weekend you may appreciate a fine gastronomic meal, during the week you avoid eating in restaurants when possible, because that takes too much of your time. You are controller and drink discreetly thinking that you have the situation under control. Detecting alcoholism in controllers is difficult, because you hide it remarkably well from your family and friends. You drink strong alcohol such as bourbon to ease the anxiety generated, for example, by critical meetings. You tend to have a drink to stimulate you during the day, and to help you sleep at night. Only very rarely does a controller have too much to drink and get drunk, but regular consumption may result in chronic alcoholism. Since you do not have enough time to eat, you surely have no time for cooking, and making you weigh your food is unthinkable. I know many business executives who wolf down a sandwich for lunch without pausing a minute from work. I strongly encourage my controlling patients to try liquid diets at lunch and cereal bars containing fruits between meals. It is very important for you to avoid getting hungry and to prevent that craving for
something special. In such situations controllers just can't resist the pleasure of a double burger from the closest drive-through. I always recommend a fast breakfast to controlling patients, and there is nothing wrong in their having it at work with their colleagues. One company director I knew got into the habit of offering breakfast at the nine o'clock meeting. This ultimately became quite popular, with positive fallout for the whole group.

Analyzers (Fig. 8, 9, 10)
You are an analyzer and, for you, eating is synonymous with pleasure. You like family reunions and all that good food grandmother cooks for you. You treasure the family secrets of mouth-watering chicken and dumplings, pot roast, along with assorted country recipes, and this is how dietetic errors are passed from generation to generation. You eat in a regular, an even routine manner.
I have several analyzing patients who regularly, at the same time, go to the same restaurant, sit at the same table and choose the same dish. Alcoholism, among analyzing patients, tends to be the solitary kind. Drinking also becomes a routine, and alcohol may be used as antidepressant or to help you sleep. As an analyzer, you tend to prefer wines and beers. You have no taste for cocktails or bourbon, but you would be tempted to have a liqueur or an aperitif every time there is an opportunity.
Often, "all it takes" is to detect the systematic dietary errors and correct them. I always ask my analyzing patients to weigh their food. It is essential for them to precisely analyze how they eat. The dietitians I work with must carefully determine the food habits of analyzers. Among the four types of personality, detailed explanations bear the most fruit in analyzers. Diet prescriptions must be made with precision, since analyzing patients benefit from weighing food, in contrast with promoters and controllers, who are much too impatient.
In other words, to convince analyzers of the well-foundedness of a diet, I must always seek out the specific causes of their gain in weight. In analyzer patients like you, for whom a better balanced diet works such wonders, it would be a shame to delay in determining your dietary errors.

9. Choose the Diet that Fits Your Personality

![Prescribed diet diagram]

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For promoters it is necessary to propose diets that vary, otherwise their frustration with the monotony will quickly cause problems. To such patients, I avoid prescribing a standard, balanced, ordinary diet. I don’t ask them to weigh their food, either. They would perceive that as a waste of their time. Patients who have difficulties in observing a diet for long periods of time should change the type of diet they follow once in a while. For a maximum of two to three months, I have them start with a fairly restrictive diet, such as one tailored to controllers. Subsequently, it is essential for promoters to understand the importance of a balanced diet for their health.

- New, original diets
- Fairly restrictive diets
- Diets low in carbohydrates (PSMF)
- Dissociated diets (dissociating carbohydrates from fats)
- Proper food balance after losing weight, for long-term preservation of the beneficial effects

**Fig. 12** Diets for promoters

To optimize the results in promoting patients, I ask the dietitians of our team to give a PSMF (Protein Sparing Modified Fast) diet, which is very effective when properly followed. We recommend it for a maximum duration of two months. This diet rich in proteins and low in carbohydrates and fats maintains the muscular mass and the quality of the skin. I suggest the PSMF diet to my promoter patients, because they like what is particular and original. They like to be different and are able to follow this diet conscientiously, to the point of refusing, as a guest in someone’s home, any food which fails to conform to the diet.

But let me warn you of the disadvantage of this diet: variation from it in the form of excesses of carbohydrates is penalized by a quick regain in weight. Over the longer term, I propose a balanced diet, either associated or dissociated. But, beware! Under the dissociated label there are many different diets. A great number of prescribers do not mix certain foods, persuaded that this improves the absorption of nutrients. No study to date has shown any advantage to the use of these dissociated diets. Separating proteins and carbohydrates or fats and carbohydrates does not change anything. As we have demonstrated in several studies, it is the quantity of ingested calories that counts, not the composition of a diet. I repeat: dissociated or associated, rich or poor in carbohydrates, all diets function the same way, with the same effectiveness, if one abides by the calorie count.

Be very careful with certain dissociated diets which recommend a single type of food at all three meals the same day. For example, these diets propose only proteins to you in the form of eggs one day, only fruits without proteins another day, and only dairy products the next day. This type of dissociated diet is detrimental, because it very quickly leads to nutrient deficiencies and a loss of muscle.

For a promoter patient, I often choose a fairly restrictive balanced dissociated diet that dissociates fats and carbohydrates. This diet is not at all complicated and is effective if carried out properly. It allows for variety and can be changed every two or three months. It may be followed wherever you happen to be, which is particularly important for promoters. Promoters love to be interesting to their colleagues and to flaunt a new diet that works. They will be even able to persuade their close companions and family to accept certain constraints of their diet.
**Facilitators (Fig. 11)**

For facilitators, I do not advise diets that are dissociated or low in carbohydrates. It is very difficult for them to refuse an invitation and they are always afraid they'll bother others with the restrictions of their diet. Since social relations are so important for them, involving their family and friends in their diet is essential for success. If I recommend a dissociated diet to a facilitator and the spouse does not want to help out, it will be impossible for the patient to follow it over the long term. Some patients try cooking separate meals for their family. Trying to impose this on facilitators is certain to fail.

- Balanced diets, compatible with socializing
- Only moderately restrictive programs
- Must include learning how to avoid second helpings
- Must include a ban on fats

**Fig 13.** Diets for facilitators

If one prescribes a special diet to a facilitator, he or she may quickly sink into a depression. They have to refuse any invitation to avoid temptations. This is a fundamental error, because their essential interpersonal need is being part of a group. Facilitators go all out to be in harmony with others, and to avoid being troublesome at meals by eating whatever is offered. I always recommend a balanced diet to facilitators, rich in carbohydrates, and I teach them how to eliminate fats. The most widespread nutritional error in Western society is the excess ingestion of fat. Instead of the 30% which is recommended, there may be more than 40% fat in our daily diet. A balanced, healthy meal should always contain proteins in the form of meat, fish, cheese, eggs, etc., carbohydrates in the form of bread, noodles, potatoes, rice, cereals, etc., and the least amount of fat possible, ideally vegetable fat.

The most important point that I work on with my facilitator patients concerns the exercise of refusing at meals: how to turn down second servings without offending your hosts, how to decline another round of drinks in your favorite café, in short how to avoid giving in just to go along. Furthermore, during hospital studies, we have been struck by the large number of facilitator patients who have nibbling problems or compulsive eating disorders. This is probably the group which has the most trouble resisting buffet items or a bar of chocolate. A balanced diet is the best means they have of bolstering themselves against such temptations.

**Controllers (Fig. 11)**

Controllers, as the name indicates, wish to control the situation quickly. More than the others, they need fast and visible results.

- Effective diets
- Fairly restrictive diets
- Diets low in carbohydrates (PSMF)
- Liquid, substituted diets
- Balanced diet after the loss of weight to maintain the benefit over the long term

**Fig. 14 Diets for controllers**

Some of my controller patients think that their weight problem may be settled by a stay in a seaside spa once a year. Instead, I propose a fairly restrictive diet to them, for a few weeks, in order to quickly initiate a loss of weight. Controllers can meet such a challenge for a few weeks and thereafter adopt a program of healthy living, as long as it does not
interfere with their professional life.
Controllers never agree to weigh their food and cooking is not their strong point. For these reasons, I suggest that they adopt a well-balanced liquid substitute, to replace one meal during the day. For those who do not have time to stop at lunch, it is preferable to choose this solution, rather than that of going to a fast-food establishment.
Most of the time, you skip lunch and nibble all day, then at night you break down, and eat double what you should. Contrary to the opinion of many dietitians, I am in favor of giving controller patients a liquid food substitute at lunch. The nutritional contribution is balanced and, often, the appetite is appeased for two or three hours.
This brings us to an issue of a general nature for all who wish to lose weight. You should not try to fight relentless hunger all day, you should prevent it. You may be accustomed to skipping breakfast, eating a minimum at lunch for the sake of your diet, and then you start losing control around 3 in the afternoon because you're starving. From then on, you gobble down unthinkable amounts of food, and that carries over into the evening. It is always better to prevent hunger than to wait for it to hit you. For breakfast you should eat like an emperor, at lunch like a king, and at night like a pauper.
I will always remember a surgeon colleague who came to me for help in losing an excess of 35 pounds and telling me that he did not have time to eat at midday. He snacked all day between operations. I encouraged him to reorganize his daily eating habits to prevent the pangs of hunger by having one relatively substantial midmorning collation and then a liquid diet for lunch (often rather late). By doing just that, he lost all 35 extra pounds and he never regained them.
You controllers love challenges and they work great for you. For example, I might say to a controller banker: "I want you to lose six pounds before your next visit. If not, I will not put another cent in your bank. In other words, I will not be able to trust you." Six pounds in 3 weeks is a maximum loss of weight, but totally feasible. This kind of challenge always works better when there is someone with experience who can listen to the patient and help guide him or her through the difficulties encountered. The efforts invested in undertaking such a diet and conforming to it should not be underestimated.
Another possibility for controllers is a PSMF (Protein Sparing Modified Fast) diet, which is more severe and more restrictive (1200 calories per day) than a balanced diet (1400 to 1600 calories per day). This type of diet low in carbohydrates does not allow lapses. With the least surplus of carbohydrates, you will gain four pounds of water and glycogen. The problem with controllers, is that they believe they have the ability to control everything, alone and quickly, whereas they in fact need someone to help them. The challenge of a given weight loss is well met in the beginning, but once the goal has been reached, controllers tend to revert to old habits. In view of this, for you controllers, I like to start out with a diet that is more severe than those designed for other personality types. The initial regimen consists in replacing one of your meals with a liquid substitute. You follow this stage up by learning and adopting a healthy mode of life that is not overly frustrating.
Once you know the consequences and the side effects of excess weight, you are sure to be more motivated. Your interpersonal need as defined by Jung is achieving, being effective. As a controller, you fear the consequences of too much weight, a drop in stamina, an insidious sapping of the physical capacities that you rely upon in the drive to reach your goals. You are alarmed by statistics reporting that an excess of weight among women leads to osteoarthritis and back pain in 80%, and that 40% will develop diabetes fifteen to twenty years after the onset of obesity. But I don't want to frighten you here. That would probably only push you to behave like an ostrich and put your head in the sand. The intent of this module is, quite the contrary, to motivate you to take charge of yourself.
Analyzers (Fig. 11)
For analyzers, the situation is perhaps simpler, but it is necessary to take the time to listen to them and give thorough explanations. You like to understand and sometimes it is enough to describe these errors to you. We all make errors! If analyzers systematically jot down in a food diary everything they eat for three to four days, a good dietitian can easily point out the mistakes.

- Balanced diets
- Only moderately restrictive diets
- Must include weighing food
- Must include keeping a food diary

Fig. 15 Diets for analyzers

The great difficulty consists in making you change certain eating habits that you have perpetrated for so long. I prefer giving you analyzers a balanced diet in detail and recommending you to weigh all your food when you begin your diet. You need to become versed in the basics of nutrition, i.e. to learn the number of calories in the food that you eat.

Analyzers, more than others, are able to follow their diet and to lose weight surely and for the long term. But I have met many analyzers who, like facilitators, suffer from snacking and compulsive eating. Many analyzers weigh themselves every day, sometimes even several times a day. It is important to check your weight no more than two or three times a week, just to avoid any nasty surprises. Scales should not become an obsession and they were never made to be borne like a cross.

10. References