

GRETCHEN RUBIN'S FOUR TENDENCIES

for Spouses and Sweethearts

UPHOLDERS

- They're self-directed; they get things done on their own and keep their promises.
- They embrace routine and may struggle to adjust to sudden scheduling changes.
- They remain committed to meeting inner expectations, even when it's inconvenient for others—"I know we have guests this weekend, but I need to go for my run."
- They may be judgmental of those who won't or don't meet expectations easily.
- They can seem uptight or rigid.

QUESTIONERS

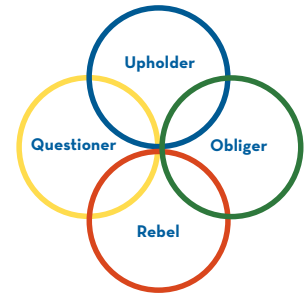
- They put a high value on reason, research, information, and efficiency.
- Spouses may become frustrated by Questioners' persistent questioning.
- They often dislike being questioned themselves.
- They resist anything arbitrary—such as "We have to clean the basement this weekend."
- They can suffer "analysis-paralysis" when their desire for perfect information prevents them from being able to make a decision.
- When making a request, spouses should include plenty of explanation—"We need to stop at the store tonight or we won't have coffee in the morning"

OBLIGERS

- They put a high value on meeting commitments to others.
- While the expectations of spouses sometimes count as "outer," they often count as "inner"—in which case Obligers don't meet a spouse's expectation.
- They require supervision, deadlines, monitoring, and other forms of accountability.
- They may have trouble saying "no" or setting limits on others' demands.
- They may have trouble delegating, because they feel that an expectation attaches to them personally—"I can't hire someone to mow the lawn; I have to do it myself."
- Spouses should ensure that the desires and needs of their Obliger spouses get articulated and met, or face the risk of an Obliger rebelling.

REBELS

- They put a high value on freedom, choice, and self-expression.
- They may *choose* to act out of love for you.
- They resist routines, schedules, and repetitive tasks; they like to act spontaneously—"It's midnight, and now I feel like fixing that door."
- They resist supervision, advice, nagging, or reminders; when you remind Rebels to do a task, you're probably making it less likely that they will do it.
- They may resist settling down in a particular house, city, or job.
- To inspire a Rebel to act, it's most effective to appeal to their identity, or to use the framework of information-consequence-choice.
- If your spouse is a Rebel, you're very likely to be an Obliger.



When dealing with a spouse or sweetheart, we can use **THE FOUR TENDENCIES** to help us understand other people's perspectives and why they act the way they do.

Learn more at
GretchenRubin.com

Discover your Tendency;
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