

# Guest Observer

By Frank Gregorsky

able formula for a creative individual surrounded by acolytes, but tends to cause chaos in a growing structure run by colleagues who need to trust the central figure.

**One gets the impression, which he himself shares, that he has always just reached a final turning point, and that from now on he can think and feel nothing else.**

Anyone who has just heard the latest of several Gingrich presentations will concur. Newt acts and talks as if it's a total departure, when usually it's a 5 to 10 percent modification. Though amusing to insiders, this relentless enthusiasm keeps his talks immune to the cynicism lurking in every Washington job. More importantly, it facilitates national recruiting. (Cynics sometimes get to wage war, but only charisma can raise an army.)

**The intuitive is never to be found in the**

**world of accepted reality values, but he has a keen nose for anything new and in the making. Because he is always seeking out new possibilities, stable conditions suffocate him.**

And this is why Gingrich, even as Speaker, will be a revolutionary. He could not manage the status quo, making deals for the sake of comity, even if he wanted to. This forecast has little to do with conservative ideology and everything to do with the type of leader and movement-personality he is fated to be.

And what type is that? An Extroverted Intuitor. My hidden source tells the complete story — on pages 222-25 of *The Portable Jung*, a 1986 Viking paperback edited by the late Joseph Campbell.

Of course, the visionary psychologist Carl Jung never met the brilliant partisan Newt

Gingrich. Yet every single line in the pages I cite appears to apply. (They come from the much longer 1928 paper, "Psychological Types," which 15 years later was used to design the first of the Myers-Brigg evaluations.)

With such a tool, why rely on insider gossip and ideological tracts? Carl Jung long ago wrote Newt's basic script. Some more examples:

**Since his intuition is concerned with externals and with ferreting out their possibilities, he readily turns to professions in which he can exploit these capacities to the full. Many business tycoons, entrepreneurs, speculators, stockbrokers, politicians, etc., belong to this type.**

For a striking case study, explained by a guru Gingrich also likes, consult Peter Drucker's

Continued on page 23

## Observer: Carl Jung Meets Newt Gingrich

Continued from page 5

1983 essay on Thomas Watson Sr., whose vision drove IBM beyond time clocks and key-punch machines: "Watson saw and understood the computer 15 years before the term was even coined. He knew right away that it had to be radically different from a high-speed calculator. And he did not rest until his engineers had built" the SSEC in 1947, which was the first machine "to combine electronic computation with stored programs, with its own computer language, and with the capacity to handle its instructions as data." (See chapter 33 in *The Frontiers of Management*.)

Technologies then came in response to Watson's leaps of information-age insight. Similarly, the Republican-run House now taking shape will fill in gaps envisioned by Gingrich's intuitions of 20 years ago. Politics needs its entrepreneurs, too.

A final Jung sampler: **Such a type is un-**

**commonly important both economically and culturally. If his intentions are good, i.e., if his attitude is not too egocentric, he can render exceptional service as the initiator or promoter of new enterprises. He is the natural champion of all minorities with a future.**

Doesn't that final line clinch my case? House Republicans finally have a future, Newt's intentions are good, and he has enough independently elected peers to head off dangerous lurches — all of which makes the prognosis excellent: American governance is embarking upon a five- or ten-year stretch that, at least on domestic reform, will make former President Reagan's best years seem like a sloppy rehearsal.

Shortly before I left his payroll, Newt advised the staff to read up on Winston Churchill. In one of the Manchester books, I found this description of him at age 41: "He is a wonderful creature, with a curious dash of schoolboy

simplicity and what someone said of genius — 'a zigzag streak of lightning in the brain.'" So said British Prime Minister Herbert Asquith, sounding like Minority Leader Bob Michel (R-Ill) appraising his own successor.

In this city, reading Churchill is more common than studying Jung texts. But, if you seek to confirm the new Speaker's "consistencies of pattern if not of process," Jung's piece, written 15 years before Newt was born, offers the only direct path. It will help us "predict from day to day what, in a general way, [he'll] be doing."

I needed Dr. Jung's description a dozen years ago but didn't know where to look. Now, you do.

After you read it, you might say a prayer for the current generation of Gingrich aides. Why? It goes back to the point Drucker made about Watson: "Because visionaries cannot explain to the rest of us what they see, they have to depend on command."