

# Choleric

The Extrovert | The Doer | The Optimist

## Strengths

### The Choleric's Emotions

- \* Born leader
- \* Dynamic and active
- \* Compulsive need for change
- \* Must correct wrongs
- \* Strong-willed and decisive
- \* Unemotional
- \* Not easily discouraged
- \* Independent and self sufficient
- \* Exudes confidence
- \* Can run anything

### The Choleric As A Parent

- \* Exerts sound leadership
- \* Establishes Goals
- \* Motivates family to action
- \* Knows the right answer
- \* Organizes household

### The Choleric At Work

- \* Goal oriented
- \* Sees the whole picture
- \* Organizes well
- \* Seeks practical solutions
- \* Moves quickly to action
- \* Delegates work
- \* Insists on production
- \* Makes the goal
- \* Stimulates activity
- \* Thrives on opposition

### The Choleric As a Friend

- \* Has little need for friends
- \* Will work for group activity
- \* Will lead and organize
- \* Is usually right
- \* Excels in emergencies

## Weaknesses

### The Choleric's Emotions

- \* Bossy
- \* Impatient
- \* Quick-tempered
- \* Can't Relax
- \* Too impetuous
- \* Enjoys controversy and arguments
- \* Won't give up when losing
- \* Comes on too strong
- \* Inflexible
- \* Is not complimentary
- \* Dislikes tears and emotions
- \* Is unsympathetic

### The Choleric As A Parent

- \* Tends to over dominate
- \* Too busy for family
- \* Gives answers too quickly
- \* Impatient with poor performance
- \* Won't let children relax
- \* May send them into depression

### The Choleric At Work

- \* Little tolerance for mistakes
- \* Doesn't analyze details
- \* Bored by trivia
- \* May make rash decisions
- \* May be rude or tactless
- \* Manipulates people
- \* Demanding of others
- \* End justifies the means
- \* Work may become his god
- \* Demands loyalty in the ranks

### The Choleric As a Friend

- \* Tends to use people
- \* Dominates others
- \* Knows everything
- \* Decides for others
- \* Can do everything better
- \* Is too independent
- \* Possessive of friends and mate
- \* Can't say, "I'm Sorry"
- \* May be right, but unpopular

# Sanguine

The Extrovert | The Talker | The Optimist

## Strengths

### The Sanguine's Emotions

- \* Appealing personality
- \* Talkative, Storyteller
- \* Life of the Party
- \* Good sense of humor
- \* Memory for color
- \* Physically holds on to listener
- \* Emotional and demonstrative
- \* Enthusiastic and expressive
- \* Cheerful and bubbling over
- \* Curious
- \* Good on stage
- \* Wide-eyed and innocent
- \* Lives in the present
- \* Changeable disposition
- \* Sincere at heart
- \* Always a child

### The Sanguine As A Parent

- \* Makes Home Fun
- \* Is liked by children's friends
- \* Turns disaster into humor
- \* Is the circus master

### The Sanguine At Work

- \* Volunteers for Jobs
- \* thinks up new activities
- \* Looks great on the Surface
- \* Creative and colorful
- \* Has energy and enthusiasm
- \* Starts in a flashy way
- \* Inspires others to join
- \* charms others to work

### The Sanguine As a Friend

- \* Makes friends easily
- \* Loves People
- \* Thrives on compliments
- \* Seems exciting
- \* envied by others
- \* Doesn't hold grudges
- \* apologizes quickly
- \* Prevents dull moments
- \* Likes spontaneous activities

## Weaknesses

### The Sanguine's Emotions

- \* Compulsive talker
- \* Exaggerates and elaborates
- \* Dwells on trivia
- \* Can't remember names
- \* Scares others off
- \* Too happy for some
- \* Has restless energy
- \* Egotistical
- \* Blusters and complains
- \* Naive, gets taken in
- \* Has loud voice and laugh
- \* Controlled by circumstances
- \* Gets angry easily
- \* Seems phony to some
- \* Never Grows Up

### The Sanguine As A Parent

- \* Keeps home in a frenzy
- \* Forgets children's appointments
- \* disorganized
- \* Doesn't listen to the whole story

### The Sanguine At Work

- \* Would rather talk
- \* forgets obligations
- \* Doesn't follow through
- \* Confidence fades fast
- \* Undisciplined
- \* Priorities out of order
- \* Decides by feelings
- \* Easily distracted
- \* Wastes time talking

### The Sanguine As a Friend

- \* Hates to be alone
- \* Needs to be center stage
- \* Wants to be popular
- \* Looks for credit
- \* dominates conversations
- \* Interrupts and doesn't listen
- \* answers for others
- \* Fickle and forgetful
- \* Makes excuses
- \* Repeats stories

# Melancholy

The Introvert | The Thinker | The Pessimist

## Strengths

### The Melancholy's Emotions

- \* Deep and thoughtfully
- \* Analytical
- \* Serious and purposeful
- \* Genius prone
- \* Talented and creative
- \* Artistic or musical
- \* Philosophical and poetic
- \* appreciative of beauty
- \* Sensitive to others
- \* Self-sacrificing
- \* Conscientious
- \* Idealistic

### The Melancholy As A Parent

- \* Sets high standards
- \* Wants everything done right
- \* Keeps home in good order
- \* Picks up after children
- \* Sacrifices own will for others
- \* Encourages scholarship and talent

### The Melancholy At Work

- \* Schedule oriented
- \* Perfectionist, high standards
- \* Detail conscious
- \* Persistent and thorough
- \* Orderly and organized
- \* Neat and tidy
- \* Economical
- \* Sees the problems
- \* Finds creative solutions
- \* Needs to finish what he starts
- \* Likes charts, graphs, figures, lists

### The Melancholy As a Friend

- \* Makes friends cautiously
- \* Content to stay in background
- \* Avoids causing attention
- \* Faithful and devoted
- \* Will listen to complaints
- \* Can solve other's problems
- \* Deep concern for other people
- \* Moved to tears with compassion
- \* Seeks ideal mate

## Weaknesses

### The Melancholy's Emotions

- \* Remembers the negatives
- \* Moody and depressed
- \* Enjoys being hurt
- \* Has false humility
- \* Off in another world
- \* Low self-image
- \* Has selective hearing
- \* Self-centered
- \* Too introspective
- \* Guilt feelings
- \* Persecution complex
- \* Tends to hypochondria

### The Melancholy As A Parent

- \* Puts goals beyond reach
- \* May discourage children
- \* May be too meticulous
- \* Becomes martyr
- \* Sulks over disagreements
- \* Puts guilt upon children

### The Melancholy At Work

- \* Not people oriented
- \* depressed over imperfections
- \* Chooses difficult work
- \* Hesitant to start projects
- \* Spends too much time planning
- \* Prefers analysis to work
- \* Self-deprecating
- \* Hard to please
- \* Standards often too high
- \* Deep need for approval

### The Melancholy As a Friend

- \* Lives through others
- \* Insecure socially
- \* Withdrawn and remote
- \* critical of others
- \* Holds back affections
- \* Dislikes those in opposition
- \* Suspicious of people
- \* Antagonistic and vengeful
- \* Unforgiving
- \* Full of contradictions
- \* Skeptical of compliments

# Phlegmatic

The Introvert | The Watcher | The Pessimist

## Strengths

## Weaknesses

### The Phlegmatic's Emotions

- \* Low-key personality
- \* Easygoing and relaxed
- \* Calm, cool and collected
- \* Patient well balanced
- \* Consistent life
- \* Quiet but witty
- \* Sympathetic and kind
- \* Keeps emotions hidden
- \* Happily reconciled to life
- \* All-purpose person

### The Phlegmatic's Emotions

- \* Unenthusiastic
- \* Fearful and worried
- \* Indecisive
- \* Avoids responsibility
- \* Quiet will of iron
- \* Selfish
- \* Too shy and reticent
- \* Too compromising
- \* Self-righteous

### The Phlegmatic As A Parent

- \* Makes a good parent
- \* Takes time for the children
- \* Is not in a hurry
- \* Can take the good with the bad
- \* Doesn't get upset easily

### The Phlegmatic As A Parent

- \* Lax on discipline
- \* Doesn't organize home
- \* Takes life too easy

### The Phlegmatic At Work

- \* Competent and steady
- \* Peaceful and agreeable
- \* Has administrative ability
- \* Mediates problems
- \* Avoids conflicts
- \* Good under pressure
- \* Finds the easy way

### The Phlegmatic At Work

- \* Not goal oriented
- \* Lacks self motivation
- \* Hard to get moving
- \* Resents being pushed
- \* Lazy and careless
- \* Discourages others
- \* Would rather watch

### The Phlegmatic As a Friend

- \* Easy to get along with
- \* Pleasant and enjoyable
- \* Inoffensive
- \* Good listener
- \* Dry sense of humor
- \* Enjoys watching people
- \* Has many friends
- \* Has compassion and concern

### The Phlegmatic As a Friend

- \* Dampens enthusiasm
- \* Stays uninvolved
- \* Is not exciting
- \* Indifferent to plans
- \* Judges others
- \* Sarcastic and teasing
- \* Resists change