

## Strengths of a Sanguine ☺

The Extrovert | The Talker | The Optimist

### 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 of a Sanguine ☹

### 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

## Strengths of a Choleric ☺

The Extrovert | The Doer | The Optimist

### 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 of a Choleric ☹

### The Choleric's Emotions

- Bossy
- Impatient
- Quick-tempered
- Can't Relax
- Too impetuous
- Enjoys controversy and arguments
- Won't give up when loosing
- 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 to independent
- Possessive of friends and mate
- Can't say, "I'm Sorry"
- May be right, but unpopular

## Strengths of a Melancholy ☺

The Introvert | The Thinker | The Pessimist

### 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

## Weakness of a Melancholy ☹

### 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

## Strengths of a Phlegmatic ☺

The Introvert | The Watcher | The Pessimist

### 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 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 At Work

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

### 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

## Weaknesses of a Phlegmatic ☹

### 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

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

### 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

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