

SANGUINE POPULAR

STRENGTHS:

EMOTIONS

Appealing personality
Talkative, storyteller
Life of the party
Lives in the present
Memory for color
Physically holds on to the listener
Emotional and demonstrative
Enthusiastic and expressive
Cheerful and bubbly
Over curious
Sincere at heart
Good on stage
Wide-eyed and innocent
Changeable disposition

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

FRIENDS

Makes friends easily
Seems exciting
Loves people
Envied by others
Thrives on compliments
Doesn't hold grudges
Apologizes quickly
Prevents dull moments
Likes spontaneous activities

WEAKNESSES:

EMOTIONS

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

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

FRIENDS

Hates to be alone
Needs to be center of attention, popular
Looks for credit
Dominates conversations
Interrupts and doesn't listen
Answers for others
Fickle and forgetful
Makes excuses
Repeats stories

CHOLERIC POWERFUL

STRENGTHS:

EMOTIONS

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

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

FRIENDS

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

WEAKNESSES:

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

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

FRIENDS

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

MELANCHOLY PERFECT

STRENGTHS:

EMOTIONS

Deep and thoughtful
Analytical
Serious and purposeful
Genius prone
Talented and creative
Artistic or musical
Philosophical and poetic
Appreciative of beauty
Sensitive to others
Self-sacrificing
Idealistic

WORK

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

FRIENDS

Makes friends cautiously
Content to stay in background
Avoids causing attention
Faithful and devoted
Will listen to complaints
Can solve others problems
Deep concern for other people
Move to tears with compassion
Seeks ideal mate

WEAKNESSES:

EMOTIONS

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

WORK

Not people orientated
Depressed over imperfections
Chooses difficult work
Hesitant to start
Spends too much time planning
Prefers analysis to work
Self-depreciating
Hard to please, standards often too high
Deep need for approval

FRIENDS

Lives through others
Insecure socially
Withdrawn and remote
Critical of others
Holds back affection
Dislikes those in opposition
Suspicious of people
Antagonistic and vengeful
Unforgiving
Full of contradictions
Skeptical of compliments

PHLEGMATIC PEACEFUL

STRENGTHS:

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

WORK

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

FRIENDS

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:

EMOTIONS

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

WORK

Not goal orientated
Lacks self-motivation
Hard to get moving
Projects resents being pushed
Lazy and careless
Discourages others
Would rather watch

FRIENDS

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