

# 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 to 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-deprecating  
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