

PERSONALITY STRENGTHS AND WEAKNESSES

POPULAR SANGUINE				
STRENGTHS		E M O T I O N S	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 Naïve, gets taken in Has loud voice and laugh Controlled by circumstances Gets angry easily Seems phony to some Never grows up	WEAKNESSES
		W O R K	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	
		F R I E N D S	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	
	Appealing personality Talkative, storyteller Good sense of humor Memory for color Physically hold 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			
	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			
	Makes friends easily Loves people Thrives on compliments Seems exciting Envid by others Doesn't hold grudges Apologizes quickly Presents dull moments Likes spontaneous activities			

POWERFUL CHOLERIC				
STRENGTHS		E M O T I O N S	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	WEAKNESSES
		W O R K	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 or her god Demands loyalty in the ranks	
		F R I E N D S	Has little need for friends Will work for group activity Will lead and organize Is usually right Excels in emergencies	
	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			
	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			
	Has little need for friends Will work for group activity Will lead and organize Is usually right Excels in emergencies			

PEACEFUL PHLEGMATIC				
STRENGTHS		E M O T I O N S	Unenthusiastic Fearful and worried Indecisive Avoids responsibility Quiet will of iron Selfish Too shy and reticent Too compromising Self-righteous	WEAKNESSES
		W O R K	Not goal-oriented Lacks self-motivation Hard to get moving Resents being pushed Lazy and careless Discourages others Would rather watch	
		F R I E N D S	Dampens enthusiasm Stays uninvolved Is not exciting Indifferent to plans Judges others Sarcastic and teasing Resists change	
	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			
	Competent and steady Peaceful and agreeable Has administrative ability Mediates problems Avoids conflicts Good under pressure Finds the easy way			
	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			

PERFECT MELANCHOLY				
STRENGTHS		E M O T I O N S	Deep and thoughtful Analytical Serious and purposeful Talented and creative Artistic or musical Philosophical and poetic Appreciative of beauty Sensitive to others Self-sacrificing Conscientious Idealistic	WEAKNESSES
		W O R K	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	
		F R I E N D S	Makes friends cautiously Content to stay in the background Avoids causing attention Faithful and devoted Will listen to complaints Can solve others' problems Deep concern for other people Moved to tears with compassion Seeks ideal mate	
	Deep and thoughtful Analytical Serious and purposeful Talented and creative Artistic or musical Philosophical and poetic Appreciative of beauty Sensitive to others Self-sacrificing Conscientious Idealistic			
	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			
	Makes friends cautiously Content to stay in the background Avoids causing attention Faithful and devoted Will listen to complaints Can solve others' problems Deep concern for other people Moved to tears with compassion Seeks ideal mate			

