

Personality Traits

Sanguine - Happy Go Lucky

Strengths	Weaknesses
Adjusts to environment Exuberant Good conversationalist Nice to be with Can accomplish daring things Enthusiastic Total involvement Friendly Outgoing-Lively Loveable Makes others feel important Optimistic Imaginative Tremendous Comedians Quickly recovers from disappointments Good Sense of humor Identify with everybody Open-hearted Charming	Weak-willed Impressionable Two directions at once Lives for now No provision for future Not a planner Usually poor student Poor reader Bombastically active Makes promises - won't keep Not dependable Always late Rather noisy - life of party Uninhibited Restless Quick-tempered Quick to forgive Good salesman Boastful Childish emotions Generally, flits from job to job, loses interest Reckless Seldom completes things Exhibitionist Not a deep, profound friend but knows everybody Usually likes out of doors Not practical
Relationships - enjoys everybody, look at good, seldom disruptive	

Melancholy

Strengths

Interpret life (great art works)
Extremely sensitive in good sense
Sacrificial
Deep friendships Faithful
Idealistic
Creative
Thoughtful

Weaknesses

Anticipates failure in everything
Extremely pessimistic
Cannot see the bright side of anything
Constantly gloomy
Introspective
Always looks at past
Guilt complexes
Depressive
Seldom satisfied
Perfectionist
Hypochondriacs
Always on the defensive
Pities Self
Worriers
Suffer a great deal (imaginary)
Over sensitive
Easily hurt
Difficult to get along with
Feels unloved

Greatest need: Tranquility -
Relationships - Criticizes; cause disruption

Choleric

Strengths

Operate independently
Extremely self-sufficient
Practical
Thinks things through
Disciplined
Always finishes tasks
Has well-defined goals
Introverted
Extremely organized
Makes decisions in an instant
Very solid person
Very good husband

Weaknesses

Willful
Cruel
Without feeling
Put down with cutting
Holds grudges
Seldom shows approval
Seems hard - callous
Generally loners
Tend to overwork
Unsympathetic
Over opinionated
Stubborn
Over-Aggressive
Seems to make everyone's decision
No tact
Crafty
Uses people
Dominates situations
Driver
Will succeed or drop dead trying

Greatest need: To Be Accepted
Relationships - Crafty -how to use people

Phlegmatic

Strengths

Balanced (best of the 4)
Calm, cool, collected
Tend to curb other temperaments
in their extremes
Responder
Dependable
Attend to details
Usually quiet or shy
Fantastic friends
Easy to get along with
Comfortable to be with

Weaknesses

Never get enthusiastic
Indecisive
Always hesitates
Spectators
Easy way out
Not involved
Slow
Indifferent
Seldom goes to extreme

Greatest need: To Be Motivated

Relationships - Studies people with indifference; bemused by people

The Art of Thinking

Analytical

Think or Analyze (*some tunnel vision*)

Realistic

Analysis with Realism (*analyze every situation, but knows how to be realistic*)

Idealistic

Lofty Ideals (*feels everyone should be like them*)

Pragmatic

Practical (*usually also matter-of-fact*)

Synthesis

Place together (*enjoys conflict: the combination thesis and antithesis, or deductive reasoning*)