

# THE FOUR PERSONALITIES

SANGUINE	CHOLERIC
<p><b>KEYWORD:</b> Popular</p> <p><b>BEST AT:</b> Making initial contact with people Creating enthusiasm and excitement Encouraging and uplifting others Insuring the group has fun</p> <p><b>PRESENTS AS:</b> Outgoing and engaging</p> <p><b>MAJOR NEEDS:</b> Fun and adventure</p>	<p><b>KEYWORD:</b> Powerful</p> <p><b>BEST AT:</b> Motivating people to action Giving quick and clear instruction Getting it done Leading</p> <p><b>PRESENTS AS:</b> Authoritative and convincing</p> <p><b>MAJOR NEEDS:</b> Action and excitement</p>
PHLEGMATIC	MELANCHOLY
<p><b>KEYWORD:</b> Peaceful</p> <p><b>BEST AT:</b> Staying calm and functional Not over reacting to a negative situation Effective listener Making sure the group is relaxed and comfortable</p> <p><b>PRESENTS AS:</b> Believable</p> <p><b>MAJOR NEEDS:</b> Rest and quiet time</p>	<p><b>KEYWORD:</b> Perfect</p> <p><b>BEST AT:</b> Planning and explaining the details Doing it right Sensitive to the needs of others Good with numbers, charts, graphs, etc.</p> <p><b>PRESENTS AS:</b> Accurate and sincere</p> <p><b>MAJOR NEEDS:</b> Order and understanding</p>

## Additional Resources From CLASServices

**Getting Along With Almost Anybody** This book features a thorough overview of The Personalities with application to many situations.

**Personality Plus** The best-seller that focuses on understanding your own Personality.

**Personality Plus for Parents** Easily determine the Personality of each child, apply practical insights, understand how to best parent each child.

**Personality Plus for Couples** Addresses topics not found in other books: clash of differing parenting, money & time management styles.

**Personality Portfolio** A complete study of The Personalities in a quick review format. Full-color, self explanatory worksheets and a Personality Profile.

**Personality Testing Software** CD for all Windows platforms. All the features of the paper Profile with instant scoring and unlimited use.

Available through traditional and online booksellers, or by calling 800.433.6633, or [www.thepersonalities.com](http://www.thepersonalities.com).

## PERSONALITY STRENGTHS & WEAKNESSES

POPULAR SANGUINE				POWERFUL CHOLERIC							
STRENGTHS	HOME	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 Lives in the present Changeable disposition Makes friends easily Loves people Thrives on compliments Seems exciting Enviied by others Doesn't hold grudges Prevents dull moments Likes spontaneous activities	WEAKNESSES	HOME	Compulsive talker Exaggerates and elaborates Dwells on trivia Can't remember names Scares others off Too happy for some Has restless energy Egotistical Naive, gets taken in Has loud voice and laugh Controlled by circumstances Seems phony to some 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 Forgetful	STRENGTHS	HOME	Born leader Dynamic and active Compulsive need for change Must correct wrongs Strong-willed and decisive Not easily discouraged Independent and self-sufficient Exudes confidence Has little need for friends Will work for group activity Will lead and organize Is usually right	WEAKNESSES	HOME	Bossy Impatient Quick-tempered Can't relax Too impetuous Enjoys controversy & arguments Won't give up when losing Comes on too strong Inflexible Is not complimentary Dislikes tears and emotions Is unsympathetic 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
	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	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	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	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.		
PEACEFUL PHLEGMATIC				PERFECT MELANCHOLY							
STRENGTHS	HOME	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 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 Unenthusiastic	WEAKNESSES	HOME	Fearful and worried Indecisive Avoids responsibility Quiet will of iron Too shy and reticent Too compromising Self-righteous Dampens enthusiasm Stays uninvolved Is not exciting Indifferent to plans Judges others Sarcastic and teasing Resists change	STRENGTHS	HOME	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 Conscientious Idealistic 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	WEAKNESSES	HOME	Remembers the negatives Moody and depressed Off in another world Low self-image Has selective hearing Self-centered Too introspective Guilt feelings Persecution complex Tends to hypochondria Lives through others Insecure socially Withdrawn and remote Critical of others Holds back affection Dislikes those in opposition Suspicious of people Antagonistic and vengeful Full of contradictions
	WORK	Competent and steady Peaceful and agreeable Has administrative ability Mediates problems Avoids conflicts Good under pressure Finds the easy way	WORK	Not goal-oriented Lacks self-motivation Hard to get moving Resents being pushed Lazy and careless Would rather watch	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	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.		