# THE FOUR PERSONALITIES

## Sanguine

<table>
<thead>
<tr>
<th>Keyword</th>
<th>Popular</th>
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</thead>
</table>
| **Best At** | Making initial contact with people  
Creating enthusiasm and excitement  
Encouraging and uplifting others  
Ensuring that the group has fun |
| **Presents As** | Outgoing and engaging |
| **Major Needs** | Fun and adventure |

## Choleric

<table>
<thead>
<tr>
<th>Keyword</th>
<th>Powerful</th>
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</table>
| **Best At** | Motivating people to action  
Giving quick and clear instruction  
Getting it done  
Leading |
| **Presents As** | Authoritative and convincing |
| **Major Needs** | Action and excitement |

## Phlegmatic

<table>
<thead>
<tr>
<th>Keyword</th>
<th>Peaceful</th>
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| **Best At** | Staying calm and functional  
Not overreacting to a negative situation  
Listening effectively  
Making sure the group is relaxed and comfortable |
| **Presents As** | Believable |
| **Major Needs** | Rest and quiet time |

## Melancholy

<table>
<thead>
<tr>
<th>Keyword</th>
<th>Perfect</th>
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| **Best At** | Planning and explaining the details  
Doing it right  
Being sensitive to the needs of others  
Handling numbers, charts, graphs, etc. |
| **Presents As** | Accurate and sincere |
| **Major Needs** | Order and understanding |

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**Additional Resources from CLASservices**
- *Getting Along with Almost Anybody.* This book features a thorough overview of the personalities with applications 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, and understand how to best parent each child.
- *Personality Plus for Couples.* Addresses topics not found in other books: clashes over differing parenting methods and money- and 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 features of the paper profile with instant scoring and unlimited use.

These resources are available through traditional and online booksellers, by calling (800) 433-6633, or at [www.thepersonalities.com](http://www.thepersonalities.com).

# Personality Strengths and Weaknesses

## Popular Sanguine

### Strengths
- 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
- Envied by others
- Doesn’t hold grudges
- Prevents dull moments
- Likes spontaneous activities
- Charms others to work
- Inspires others to join
- Starts in a flashy way
- Has energy and enthusiasm
- Creative and colorful
- Sees the problems
- Economical
- Neat and tidy
- 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

### Weaknesses
- Would rather watch
- Resents being pushed
- Hard to get moving
- Resents being pushed
- Lazy and careless
- Would rather watch

## Powerful Choleric

### Strengths
- 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
- 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
- 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

### Weaknesses
- End justifies the means
- Demanding of others
- May be rude or tactless
- Bored by trivia
- Doesn’t analyze details
- Little tolerance for mistakes
- Doesn’t analyze details
- Makes things complicated
- May be right but unpopular
- Can’t say, “I’m sorry”
- Bossy
- Impatient
- Quick-tempered
- Can’t relax
- Too impetuous
- 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”
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## Peaceful Phlegmatic

### Strengths
- Humble and straightforward
- 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
- Liable to get into a fight
- Good listener
- Dry sense of humor
- Enjoys watching people
- Has many friends
- Has compassion and concern
- Unenthusiastic
- Relevant 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 others’ problems
- Deep concern for other people
- Moved to tears with compassion
- 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

### Weaknesses
- Not goal-oriented
- Lacks self-motivation
- Hard to get moving
- Resents being pushed
- Lazy and careless
- Would rather watch
- 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
- 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

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## Perfect Melancholy

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