

PHLEGMATIC

WEBSTER'S DEFINITION:

Sluggish, dull, apathetic, calm, cool, imperturbable, hard to rouse to action.

CHARACTERISTICS:

Calm and well-balanced
In harmony with one's surroundings.
Looks on life dispassionately.
Resigned to his fate.
Loves peace and harmony.

EXAMPLES: Abraham, former presidents George Bush & Gerald Ford

STRENGTHS

----- Adaptable
----- Agreeable
----- Calm under pressure
----- Competent
----- Consistent
----- Cooperative
----- Dependable
----- Diplomatic
----- Easy going
----- Efficient
----- Good listener
----- Inoffensive
----- Kind
----- Likable
----- Mediator
----- Patient
----- Pleasant
----- Practical
----- Quiet
----- Sympathetic & compassionate
----- Tolerant
----- Well-balanced
----- Witty (dry sense of humor)

WEAKNESSES

----- Aimless
----- Avoids responsibility
----- Bland
----- Compromising
----- Dull
----- Fearful
----- Indecisive
----- Indifferent
----- Lazy
----- Path of "Least resistance"
----- Self-righteous
----- Slow
----- Spectator
----- Stingy/selfish
----- Stubborn
----- Unenthusiastic
----- Unmotivated

MELANCHOLY

WEBSTER'S DEFINITION:

Sad, gloomy, depressed, pensive, given to contemplation

CHARACTERISTICS:

Reflects on negative impressions that affects him personally.

Idealistic and judgmental.

Lives in the past through memories or else lives in the future through dreams.

Tender and sensitive.

Suffers through the present.

EXAMPLES: The apostle John, former presidents Richard Nixon & Jimmy Carter.

STRENGTHS

- Analytical
- Artistic/musical
- Compassionate
- Conscientious
- Considerate
- Creative
- Deep reasoning power
- Detailed
- Discerns problems
- Idealistic
- Gifted/genius
- Loyal/faithful
- Organizes (plans NOT people)
- Perfectionist (work-related)
- Persistent
- Self-disciplined
- Self-sacrificing
- Sensitive to others
- Serious/purposeful
- Thoughtful

WEAKNESSES

- Bashful
- Critical
- Easily depressed
- Hard-to-please
- Impractical
- Inflexible
- Insecure
- Introspective (looking for negatives)
- Legalistic
- Low self-esteem
- Moody
- Negative/pessimistic
- Perfection prone (self & others)
- Persecution complex
- Revengeful
- Self-centered
- Sense of unworthiness (rejects compliments)
- Skeptical
- Slow to "get started"
- Smileless
- Social insecurity
- Suspicious
- Theoretical
- Touchy
- Unforgiving
- Unsociable

SANGUINE

WEBSTER'S DEFINITION:

Cheerful, confident, optimistic, warm, lively

CHARACTERISTICS:

Receptive to all impressions from one's surroundings.
Feelings are predominant,
Extremely emotional,
Very demonstrative whether happy, sad, angry or lovable,
Enjoys life.

EXAMPLES: The apostle Peter, former presidents Ronald Reagan & Bill Clinton.

STRENGTHS

- Carefree
- Charming
- Child-like
- Compassionate
- Creative
- Curious
- Enjoys life
- Enthusiastic
- Friendly/sociable
- Funny
- Generous
- Happy/cheerful
- Inspires other (to get involved)
- Magnetic personality
- Optimistic
- Outgoing
- People-oriented
- Perceptive
- Quick to apologize
- Sincere (in heart at the moment)
- Sympathetic
- Talkative
- Warm

WEAKNESSES

- Angers easily
- Controls conversations
- Craves popularity
- Disorganized
- Easily distracted
- Easily tempted
- Egocentric
- Exaggerates
- Forgetful
- Immature (a big child)
- Impulsive
- Insecure/fearful
- Instability
- Interrupts others
- Makes excuses
- Messy
- Restless
- Superficial
- Trivia-minded
- Undisciplined
- Unproductive
- Unreliable
- Weak-willed (easily influenced)

CHOLERIC

WEBSTER'S DEFINITION:

Easily irritated, inclined to anger

CHARACTERISTICS:

Hot, quick, and active.

The will, not the emotions, reacts to external impressions.

Practical and functional.

EXAMPLES: The apostle Paul, former president Lyndon Johnson, Hillary Clinton.

STRENGTHS

- Adventurous/daring
- Competitive (enjoys opposition)
- Decisive
- Excels in emergencies
- Focuses on action (a doer)
- Good judge of others (human nature)
- Independent
- Intuitive mind
- Leader
- Optimistic/positive
- Persuasive
- Practical
- Productive
- Quick at problem-solving situations
- Resourceful
- Result-oriented (bottom line)
- Self-confident
- Strong-willed
- Tenacious (not easily discouraged)
- Visionary

WEAKNESSES

- Almost impossible to apologize
- Argumentative
- Bossy
- Can't relax
- Crafty/manipulative
- Cruel/sarcastic
- Domineering
- Emotionally under-developed
- Frank/tactless
- Headstrong/demanding
- Hostile/angry
- Hot-tempered
- Impatient
- Insensitive
- Narrow-minded (my way or no way)
- Opinionated/prejudiced
- Proud/haughty
- Rebellious
- Reckless
- Revengeful
- Short-tempered
- Unaffectionate
- Unforgiving
- Unsympathetic/cold
- Violent