

# 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 Ensuring that 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 overreacting to a negative situation Listening effectively 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 Being sensitive to the needs of others Handling 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 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).

Men's Fraternity: Authentic Manhood: Winning at Work and Home. Published by LifeWay Press®. © 2006 Fellowship Bible Church & Fellowship Associates, Inc.

# PERSONALITY STRENGTHS AND WEAKNESSES

POPULAR SANGUINE				POWERFUL CHOLERIC							
Strengths	Home	<ul style="list-style-type: none"> <li>Appealing personality</li> <li>Talkative, storyteller</li> <li>Life of the party</li> <li>Good sense of humor</li> <li>Memory for color</li> <li>Physically holds on to listener</li> <li>Emotional and demonstrative</li> <li>Enthusiastic and expressive</li> <li>Cheerful and bubbling over</li> <li>Curious</li> <li>Good onstage</li> <li>Lives in the present</li> <li>Changeable disposition</li> <li>Makes friends easily</li> <li>Loves people</li> <li>Thrives on compliments</li> <li>Seems exciting</li> <li>Enviied by others</li> <li>Doesn't hold grudges</li> <li>Prevents dull moments</li> <li>Likes spontaneous activities</li> </ul>	Weaknesses	Home	<ul style="list-style-type: none"> <li>Compulsive talker</li> <li>Exaggerates and elaborates</li> <li>Dwells on trivia</li> <li>Can't remember names</li> <li>Scares others off</li> <li>Too happy for some</li> <li>Has restless energy</li> <li>Egotistical</li> <li>Naïve, gets taken in</li> <li>Has loud voice and laugh</li> <li>Controlled by circumstances</li> <li>Seems phony to some</li> <li>Hates to be alone</li> <li>Needs to be center stage</li> <li>Wants to be popular</li> <li>Looks for credit</li> <li>Dominates conversations</li> <li>Interrupts and doesn't listen</li> <li>Answers for others</li> <li>Forgetful</li> </ul>	Strengths	Home	<ul style="list-style-type: none"> <li>Born leader</li> <li>Dynamic and active</li> <li>Compulsive need for change</li> <li>Must correct wrongs</li> <li>Strong-willed and decisive</li> <li>Not easily discouraged</li> <li>Independent and self-sufficient</li> <li>Exudes confidence</li> <li>Has little need for friends</li> <li>Will work for group activity</li> <li>Will lead and organize</li> <li>Is usually right</li> </ul>	Weaknesses	Home	<ul style="list-style-type: none"> <li>Bossy</li> <li>Impatient</li> <li>Quick-tempered</li> <li>Can't relax</li> <li>Too impetuous</li> <li>Enjoys controversy and arguments</li> <li>Won't give up when losing</li> <li>Comes on too strong</li> <li>Inflexible</li> <li>Is not complimentary</li> <li>Dislikes tears and emotions</li> <li>Is unsympathetic</li> <li>Tends to use people</li> <li>Dominates others</li> <li>Decides for others</li> <li>Knows everything</li> <li>Can do everything better</li> <li>Is too independent</li> <li>Possessive of friends and mate</li> <li>Can't say, "I'm sorry"</li> <li>May be right but unpopular</li> </ul>
	Work	<ul style="list-style-type: none"> <li>Volunteers for jobs</li> <li>Thinks up new activities</li> <li>Looks great on the surface</li> <li>Creative and colorful</li> <li>Has energy and enthusiasm</li> <li>Starts in a flashy way</li> <li>Inspires others to join</li> <li>Charms others to work</li> </ul>		Work	<ul style="list-style-type: none"> <li>Would rather talk</li> <li>Forgets obligations</li> <li>Doesn't follow through</li> <li>Confidence fades fast</li> <li>Undisciplined</li> <li>Priorities out of order</li> <li>Decides by feelings</li> <li>Easily distracted</li> <li>Wastes time talking</li> </ul>		Work	<ul style="list-style-type: none"> <li>Goal-oriented</li> <li>Sees the whole picture</li> <li>Organizes well</li> <li>Seeks practical solutions</li> <li>Moves quickly to action</li> <li>Delegates work</li> <li>Insists on production</li> <li>Makes the goal</li> <li>Stimulates activity</li> <li>Thrives on opposition</li> </ul>		Work	<ul style="list-style-type: none"> <li>Little tolerance for mistakes</li> <li>Doesn't analyze details</li> <li>Bored by trivia</li> <li>May make rash decisions</li> <li>May be rude or tactless</li> <li>Manipulates people</li> <li>Demanding of others</li> <li>End justifies the means</li> <li>Work may become his god</li> <li>Demands loyalty in the ranks</li> </ul>
PEACEFUL PHLEGMATIC				PERFECT MELANCHOLY							
Strengths	Home	<ul style="list-style-type: none"> <li>Low-key personality</li> <li>Easygoing and relaxed</li> <li>Calm, cool, and collected</li> <li>Patient, well-balanced</li> <li>Consistent life</li> <li>Quiet, but witty</li> <li>Sympathetic and kind</li> <li>Keeps emotions hidden</li> <li>Happily reconciled to life</li> <li>All-purpose person</li> <li>Easy to get along with</li> <li>Pleasant and enjoyable</li> <li>Inoffensive</li> <li>Good listener</li> <li>Dry sense of humor</li> <li>Enjoys watching people</li> <li>Has many friends</li> <li>Has compassion and concern</li> <li>Unenthusiastic</li> </ul>	Weaknesses	Home	<ul style="list-style-type: none"> <li>Fearful and worried</li> <li>Indecisive</li> <li>Avoids responsibility</li> <li>Quiet will of iron</li> <li>Too shy and reticent</li> <li>Too compromising</li> <li>Self-righteous</li> <li>Dampens enthusiasm</li> <li>Stays uninvolved</li> <li>Is not exciting</li> <li>Indifferent to plans</li> <li>Judges others</li> <li>Sarcastic and teasing</li> <li>Resists change</li> </ul>	Strengths	Home	<ul style="list-style-type: none"> <li>Deep and thoughtful</li> <li>Analytical</li> <li>Serious and purposeful</li> <li>Genius-prone</li> <li>Talented and creative</li> <li>Artistic or musical</li> <li>Philosophical and poetic</li> <li>Appreciative of beauty</li> <li>Sensitive to others</li> <li>Self-sacrificing</li> <li>Conscientious</li> <li>Idealistic</li> <li>Makes friends cautiously</li> <li>Content to stay in background</li> <li>Avoids causing attention</li> <li>Faithful and devoted</li> <li>Will listen to complaints</li> <li>Can solve others' problems</li> <li>Deep concern for other people</li> <li>Moved to tears with compassion</li> </ul>	Weaknesses	Home	<ul style="list-style-type: none"> <li>Remembers the negatives</li> <li>Moody and depressed</li> <li>Off in another world</li> <li>Low self-image</li> <li>Has selective hearing</li> <li>Self-centered</li> <li>Too introspective</li> <li>Guilt feelings</li> <li>Persecution complex</li> <li>Tends to hypochondria</li> <li>Lives through others</li> <li>Insecure socially</li> <li>Withdrawn and remote</li> <li>Critical of others</li> <li>Holds back affection</li> <li>Dislikes those in opposition</li> <li>Suspicious of people</li> <li>Antagonistic and vengeful</li> <li>Full of contradictions</li> </ul>
	Work	<ul style="list-style-type: none"> <li>Competent and steady</li> <li>Peaceful and agreeable</li> <li>Has administrative ability</li> <li>Mediates problems</li> <li>Avoids conflicts</li> <li>Good under pressure</li> <li>Finds the easy way</li> </ul>		Work	<ul style="list-style-type: none"> <li>Not goal-oriented</li> <li>Lacks self-motivation</li> <li>Hard to get moving</li> <li>Resents being pushed</li> <li>Lazy and careless</li> <li>Would rather watch</li> </ul>		Work	<ul style="list-style-type: none"> <li>Schedule-oriented</li> <li>Perfectionist, high standards</li> <li>Detail-conscious</li> <li>Persistent and thorough</li> <li>Orderly and organized</li> <li>Neat and tidy</li> <li>Economical</li> <li>Sees the problems</li> <li>Finds creative solutions</li> <li>Needs to finish what he starts</li> <li>Likes charts, graphs, figures, lists</li> </ul>		Work	<ul style="list-style-type: none"> <li>Not people-oriented</li> <li>Depressed over imperfections</li> <li>Chooses difficult work</li> <li>Hesitant to start projects</li> <li>Spends too much time planning</li> <li>Prefers analysis to work</li> <li>Self-deprecating</li> <li>Hard to please</li> <li>Standards often too high</li> <li>Deep need for approval</li> </ul>