

What does it mean to be a...?

D Personality (*Choleric*) Driven

- adventuresome
- aggressive
- arrogant
- authoritative
- blunt
- bold
- bossy
- brash
- career-driven
- confident
- controlling
- crafty
- decisive
- determined
- disciplined
- doer
- dominates a group
- domineering
- driven
- effective
- emphatic
- fast
- firm
- focused
- hard
- harsh
- hostile
- hot-tempered
- impatient
- impetuous
- impulsive
- initiating
- insensitive
- intense
- intuitive
- manipulative
- opportunist
- optimistic
- outgoing
- over-bearing
- persuasive
- practical
- productive
- quick
- restless
- self-confident
- self-disciplined
- self-sufficient
- single-minded
- short-tempered
- strong-willed
- task-oriented
- temperamental
- tenacious
- thick-skinned
- bull-headed
- unaffectionate
- unemotional

I Personality (*Sanguine*) Inspiring

- bubbly
- carefree
- changeable
- charismatic
- charming
- childlike
- compassionate
- compromising
- conversation has a contagious quality that induces similar mood in hearers
- curious
- disorganized
- easily distracted
- easygoing
- emotional
- enjoys life
- enthusiastic
- exaggerates
- expressive
- extroverted
- eye for nature and art
- friendly
- impractical
- impulsive
- influencing
- insecure (masked by apparent self-confidence)
- insensitive
- inspiring
- lacks coherence in life because too "now" focused and too open to impressions
- lively
- loves being in the limelight
- natural magnetic grace
- optimistic
- outgoing
- people-centered
- persuasive
- popular
- positive
- responsive
- restless
- self-indulgent
- spontaneous
- superficial
- talkative
- tender
- undependable meeting deadlines
- undisciplined
- warm
- weak-willed

C Personality (*Melancholy*) Conscientious

- artistic
- calculating
- cheerless
- competent
- concise
- conscientious
- conservative
- consistent
- controlling
- correct
- creative
- critical
- dependable
- depressed
- depressing
- detailed
- dissatisfied
- dissects self
- efficient
- faithful
- feels unapproved
- follow rules
- hard to get along with
- idealistic
- impatient
- impossible to please
- impractical
- inflexible
- intolerant
- introverted
- intelligent
- investigative
- irritable
- knowledgeable
- loyal
- methodical
- moody
- negative
- opinionated
- organized
- overly self-critical
- perfectionist
- pessimistic
- precise
- proud
- quality centered
- reserved
- revengeful
- rigid
- sacrificial
- self-centered
- contemplation leads to paralysis
- self-examining
- self-sacrificing
- self-torturous
- sensitive
- structured
- suspicious
- task-oriented
- theoretical
- thin-skinned
- traditional
- uncompromising
- unemotional
- not talkative
- values quality of life

S Personality (*Phlegmatic*) Steady

- avoids risk
- calm
- cautious
- compromising
- consistent
- cool-headed
- cooperative
- dependable
- desires security
- diplomatic
- easily influenced
- efficient
- encourager
- faithful
- fearful
- flexible
- follows rules
- free-spirited
- good-natured
- indecisive
- kind
- lacks confidence
- lacks drive
- loyal
- naive
- needs affirmation
- non-confrontational
- not brittle under stress
- not easily aroused or disturbed
- passive
- patient
- peaceful
- people-oriented
- persistent
- placid
- planner
- practical
- protective
- puts down and limits feelings
- reserved
- self-protective
- sensitive
- shy
- sincere
- slow to change
- specialist
- stable
- steady
- stubborn regarding change
- submissive
- sweet
- team-oriented
- thoughtful
- timid
- unambitious
- unassertive