

## TEMPERAMENTS

**Out of the brain leads come the temperaments:**

**UPPER LEFT – CHOLERIC**

**UPPER RIGHT – SANGUINE**

**LOWER LEFT – MELANCHOLIC**

**LOWER RIGHT – PHLEGMATIC**

- The strengths that grow out of each part of the brain are tremendous, but the weaknesses unanticipated can be devastating!

### UPPER LEFT – CHOLERIC:

fearless activist  
problem solver, practical  
decisive  
love a challenge  
born leader  
organizes quickly  
very production oriented  
excels in crisis  
exudes confidence  
strong willed

little need for friends  
opinionated  
overconfident, impetuous  
can't relax  
workaholic tendency  
expects complete devotion  
nervy, can't say sorry  
usurps authority  
unemotional, cruel  
arrogant, manipulative  
fears loss of control

### LOWER LEFT – MELANCHOLIC:

works well alone  
planner  
likes charts and graphs  
organized  
appreciates quiet  
accurate  
analytical  
fair  
loves beauty  
dutiful, self sacrificing  
sensitive

easily depressed  
naively idealistic  
thrifty to extremes  
doesn't always do well under pressure  
can be perfectionistic  
needs time to do things  
hard to please  
self-centered  
pessimistic  
moody  
revengeful

**UPPER RIGHT – SANGUINE:**

loves people  
makes friends  
exciting  
finds jobs easily  
good sense of humor  
charms others  
creative and colorful  
thrives on activity  
natural sales ability  
good story teller  
optimistic

motivated by emotions  
dislikes schedules  
hard to say no  
makes excuses, weak-willed  
gets bored easily  
loses track of time  
takes on too much  
easily distracted  
can lack focus, restless  
talks too much

**LOWER RIGHT – PHLEGMATIC:**

calm  
adds balance  
witty  
low key  
considerate  
reliable  
makes peace  
delegates well  
steady, efficient  
good listener  
effective motivator  
kind  
consistent  
has few enemies  
good administrator  
likeable

stubborn  
uninvolved  
procrastinates  
unenthusiastic  
hard to get moving  
too peaceful  
careless  
can lack follow through  
dislikes change  
hates conflict  
can be lazy  
indecisive  
can be a tease

- It is easy to see why time with a person is crucial to know if real bonding can occur. It is also easy to see that there are people with whom you can bond as a coworker, but not as a mate.