

PERSONALITY TEST WORD DEFINITIONS

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Personality Patterns
by Lana Bateman

STRENGTHS

1.
ANIMATED
ADVENTUROUS

- Full of life, lively use of hand, arm, and face gestures.
- One who will take on new and daring enterprises with a need to master them.
- One who is constantly in the process of analyzing people, places, or things.
- One who easily adapts to any situation.

ANALYTICAL
ADAPTABLE

2.
PERSISTENT

- Refusing to let go, insistently repetitive or continuous, can't drop it.
- Full of fun and good humor.
- One who persuades through logic and fact rather than charm.
- One who seems undisturbed and tranquil and who retreats from any form of strife.

PLAYFUL
PERSUASIVE
PEACEFUL

3.
SUBMISSIVE

- One who easily submits to any other's point of view or desire. This person has little need to assert his own view or opinion.

SELF-
SACRIFICING

- One who constantly sacrifices his/her own personal well being for the sake of or to meet the needs of others.
- This sociable refers to one who sees being with others as an opportunity to be cute and entertaining. If you are one who enjoys social gatherings as a chal-

SOCIABLE

STRONG-
WILLED

—One who is determined to have his/her own way.
—One who is determined to have his/her own way.
—One who is determined to have his/her own way.
—One who is determined to have his/her own way.

4.
CONSIDERATE
CONTROLLED

—Having regard for the needs and feelings of others.
—One who has emotional feelings but doesn't display them.

COMPETITIVE
CONVINCING

—One who turns every situation, happening, or game into an arena for competition. This person always plays to win!
—This person can convince you of anything through the sheer charm of his/her personality. Facts are unimportant.

6.
REFRESHING
RESPECTFUL

—One who renews and stimulates or pleasantly lifts spirits.

RESERVED
RESOURCEFUL

—One who treats others with deference, honor, and esteem.
—Self restraint in expression of emotion or enthusiasm.
—One who is able to act quickly and effectively in virtually all situations.

6.
SATISFIED

—A person who easily accepts any circumstance or situation.

SENSITIVE
SELF-RELIANT

—This person is intensively sensitive to self and others.
—An independent person who can fully rely on his/her own capabilities, judgment, and resources.

SPIRITED

—One who is full of life and excitement.

7.
PLANNER

—One who prefers to work out a detailed arrangement beforehand, for the accomplishment of project or goal. This person much prefers involvement with the planning stages and the finished product rather than the carrying out of the task.

PATIENT
POSITIVE
PROMOTER

—One who is unmoved by delay—calm and tolerant.
—Characterized by certainty and assurance.
—One who can compel others to go along, join, or invest through the sheer charm of his/her own personality.

8.
SURE
SPONTANEOUS

—One who is confident, not hesitating or wavering.
—One who prefers all of life to be impulsive, unpremeditated activity. This person feels restricted by plans.

SCHEDULED

—This person is controlled by his/her schedule and gets very upset if that schedule is interrupted. There is another type of person who uses a schedule to stay organized, but is not controlled by the schedule. If the second description is you, do not check this word.
—Quiet, doesn't easily instigate a conversation.

9.
ORDERLY

—A person who has a methodical, systematic arrangement of things. Can be obsessively tidy.

OBLIGING

—Accommodating. One who is quick to do it another's way.

OUTSPOKEN
OPTIMISTIC

—One who speaks frankly and without reserve.
—This optimist is an almost childlike, dreamer type of optimist.

10.
FRIENDLY

—This person is a responder to friendliness rather than an initiator. While he/she seldom starts a conversation, he/she responds with great warmth and enjoys the exchange.

FAITHFUL

—Consistently reliable. Steadfast, loyal, and devoted sometimes beyond reason.

FUNNY

—This person has an innate humor that can make virtually any story a funny one and is a remarkable joke-teller. If you have a dry humor, do not check this word.

FORCEFUL

—A commanding personality. One would hesitate to take a stand against this person.

11.

DARING
DELIGHTFUL
DIPLOMATIC
DETAILED

—One who is willing to take risks; fearless, bold.
—A person who is greatly pleasing; fun to be with.
—One who deals with people both tactfully and sensitively.
—A person who prefers working with the minute or fields that require detail work such as math, research, accounting, carving, art, graphics, etc.

12.

CHEERFUL
CONSISTENT

—Consistently being in good spirits and promoting cheer.
—A person who is agreeable, compatible, not contradictory.

CULTURED —One whose interests involve both intellectual and artistic pursuits, such as theatre, symphony, ballet, etc.
CONFIDENT —One who is self-assured and/or certain of success.

13

IDEALISTIC —One who visualizes things in an ideal or perfect form, and has a need to measure up to that standard.
INDEPENDENT —One who is self-sufficient, self-supporting, self-confident and seems to have little need of help.

INOFFENSIVE

—A person who never causes offense, pleasant, unobjectionable, harmless.

INSPIRING

—One who encourages others to work, join, or be involved. There is another personality that is deeply inspirational and has a need to bring life-changing inspiration. If you are the latter, do not check this word.

14.

DEMONSTRATIVE

—One who openly expresses emotion, especially affection. This person doesn't hesitate to touch others while speaking to them.

DECISIVE

—A person with quick, conclusive, decision-making ability.

DRY HUMOR

—One who exhibits dry wit, usually one-liners which can be sarcastic in nature, but very humorous.

DEEP

—A person who is intense and often introspective with a distaste for surface conversation and pursuits.

15.

MEDIATOR

—A person who consistently finds him/herself in the role of reconciling differences in order to avoid conflict.

MUSICAL

—One who either participates in or has an intense appreciation for music. This type of musical would not include those who find it fun to sing or play. The latter would be a different personality that enjoys being an entertainer rather than one who is deeply committed to music as an artform.

MOVER

—One who is so driven by a need to be productive, that he/she finds it difficult to sit still.

MIXES EASILY

—One who loves a party and can't wait to meet everyone in the room, never meets a stranger.

16.

THOUGHTFUL

—A considerate person who remembers special occasions and is quick to make a kind gesture.

TENACIOUS

—One who holds on firmly, stubbornly, and won't let go till the goal is accomplished.

TALKER

—A person who is constantly talking, generally telling funny stories and entertaining everyone around him/her. There is another compulsive talker who is a nervous talker and feels the need to fill the silence in order to make others comfortable. This is not the entertaining talker we are describing here.

TOLERANT

—One who easily accepts the thoughts and ways of others without the need to disagree with or change them.

17.

LISTENER

—One who always seems willing to listen.

LOYAL

—Faithful to a person, ideal, or job. This person is sometimes loyal beyond reason and to his/her own detriment.

LEADER

—A person who is a born leader. This is not one who rises to the occasion because they can lead, but one who is driven to lead and finds it very difficult to believe anyone else can do the job.

LIVELY

—Full of life, vigorous, energetic.

18.

CONTENTED

—One who is easily satisfied with what he/she has.

CHIEF

—A person who commands leadership.

CHARTMAKER

—One who enjoys either graphs, charts, or lists.

CUTE

—Bubbly-beauty, cutie, precious, diminutive.

19.

PERFECTIONIST

—One who desires perfection but not necessarily in every area of life.

PERMISSIVE

—This person is permissive with employees, friends, and children in order to avoid conflict.

PRODUCTIVE

—One who must constantly be working and/or producing. This person finds it very difficult to rest.

POPULAR

—One who is the life of the party and therefore is much desired as a party guest.

20.

BOUNCY

—A bubbly, lively personality.

BOLD

—Fearless, daring, forward.

BEHAVED

—One who consistently desires to conduct him/herself within the realm of what is proper.

BALANCED

—Stable, middle of the road personality, without extremes.

WEAKNESSES

21. **BRASSY**
BOSSY
 —One who is showy, flashy, comes on strong
 —Commanding, domineering, overbearing. (Do not relate this to the raising of children. All mothers seem bossy and domineering.) Think only of adult relationships.

BASHFUL
 —One who shrinks from notice, resulting from self-consciousness.
BLANK
 —A person who shows little facial expression or emotion.

22. **UNDISCIPLINED**
 —A person whose lack of discipline permeates virtually every area of his/her life.
UNSYMPATHETIC
 —One who finds it difficult to relate to the problems or hurts of others.
UN-
ENTHUSIASTIC
 —A person who finds it hard to get excited or feel enthusiasm.

UNFORGIVING
 —One who has difficulty forgiving or forgetting a hurt or injustice done to them. This individual may find it hard to release a grudge.

23. **RELUCTANT**
 —One who is unwilling or struggles against getting involved.
RESENTFUL
 —This person easily feels resentment as a result of real or imagined offenses.
RESISTANT
 —One who strives, works against, or resists accepting any other way but his/her own.
REPETITIOUS
 —This person retells stories and incidents to entertain you without realizing he/she has already told the story several times before. This is not a question so much of forgetfulness, as it is of constantly needing something to say.

24. **FUSSY**
 —One who is insistent over petty matters or details, calling for great attention to trivial details.
FEARFUL
 —One who often experiences feelings of fear, apprehension or anxiousness.
FORGETFUL
 —This person is forgetful because it isn't fun to remember. His/her forgetfulness is tied to a lack of discipline. There is another personality that is more like the absent-

FRANK
 minded professor. This person tends to be off in another world and only remembers what he/she chooses to remember. If you are the latter, do not check this word.
 —One who is straightforward, outspoken, and doesn't mind telling you exactly what he/she thinks.

25. **IMPATIENT**
 —A person who finds it difficult to endure irritation or wait patiently.
INSECURE
 —One who is apprehensive or lacks confidence.
INDECISIVE
 —This person finds it difficult to make a decision at all. There is another personality that labors long over each decision in order to make the perfect one. If you are the latter, do not check this word.

INTERRUPTS
 —This person interrupts because he/she is afraid of forgetting the wonderful thing they have to say if another is allowed to finish. This person is more of a talker than a listener.

26. **UNPOPULAR**
 —A person whose intensity and demand for perfection can push others away.
UNINVOLVED
 —One who has no desire to become involved in clubs, groups, or people activities.

UN-
PREDICTABLE
 —This person may be ecstatic one moment and blue the next, willing to help and then disappear, promising to come and then forgetting to show up.
UN-
AFFECTIONATE
 —One who finds it difficult to verbally or physically demonstrate affection openly.

27. **HEADSTRONG**
HAPHAZARD
HARD TO PLEASE
 —One who insists on having his/her own way.
 —One who has no consistent way of doing things.
HESITANT
 —A person whose standards are set so high that it is difficult to ever please them.
 —This person is slow to get moving and hard to get involved.

28. **PLAIN**
PESSIMISTIC
 —A middle-of-the-road personality without highs or lows and showing little if any emotion.
 —This person, while hoping for the best, generally sees the down side of a situation first.

PROUD

—One with great self-esteem who sees him/herself as always right and the best person for the job.

PERMISSIVE

—This personality allows others (including children) to do as they please in order to keep from being disliked.

29

ANGERED

EASILY

—One who has a childlike flash-in-the-pan temper that expresses itself in a child's tantrum style. It is over and forgotten almost instantly.

AIMLESS

—A person who is not a goal-setter and has little desire to be one.

ARGUMENTATIVE

—One who incites arguments generally because he/she is determined to be right no matter what the situation may be.

ALIENATED

—A person who easily feels estranged from others often because of insecurity or fear that others don't really enjoy his/her company.

30

NAIVE

—A simple and childlike perspective, lacking sophistication or worldliness. This is not to be confused with uninformed. There is another personality that is so consumed with his/her own particular field of interest that he/she simply could not care less what is going on outside of that sphere. If you are the latter, do not check this word.

NEGATIVE

—One whose attitude is seldom positive and is often able to see only the down or dark side of each situation.

NERVY

—Full of confidence, fortitude, and sheer guts.

NONCHALANT

—Easy-going, unconcerned, indifferent.

31

WORRIER

WITHDRAWN

WORKAHOLIC

—One who consistently feels uncertain or troubled.

—A person who pulls back to him/herself and needs a great deal of alone or isolation time.

—This is one of two workaholic personalities. This particular one is an aggressive goal-setter who must be constantly productive and feels very guilty when resting. This workaholic is not driven by a need for perfection or completion but by a need for accomplishment and reward.

WANTS

CREDIT

—One who is almost dysfunctional without the credit or approval of others. As an entertainer this person feeds on the applause, laughter, and/or acceptance of an audience.

32

TOO

SENSITIVE

TACTLESS

—One who is overly sensitive and introspective.

—A person who can sometimes express him/herself in a somewhat offensive and inconsiderate way.

TIMID

TALKATIVE

—One who shrinks from difficult situations.

—A compulsive talker who finds it difficult to listen. Again, this is an entertaining talker and not a nervous talker.

33

DOUBTFUL

DISORGANIZED

DOMINEERING

—A person who is full of doubt, uncertain.

—One whose lack of organizational ability touches virtually every area of life.

—One who compulsively takes control of situations and/or people. Do not consider the mothering role. All mothers are somewhat domineering.

DEPRESSED

—A person who struggles with bouts of depression on a fairly consistent basis.

34

INCONSISTENT

INTROVERT

INTOLERANT

INDIFFERENT

—Erratic, contradictory, illogical.

—A person whose thoughts and interest are directed inward. One who lives within him/herself.

—One who appears unable to withstand or accept another's attitudes, point of view or way of doing things.

—A person to whom most things don't matter one way or the other.

35

MESSY

MOODY

MUMBLES

MANIPULATIVE

—This person is messy because it isn't fun to discipline him/herself to clean. The mess is hardly noticed. There is another personality that gets messy when depressed, and yet another that is messy because it takes too much energy to do the cleaning. Be sure you are the first one mentioned if you check this word.

—One who easily slips into moods. This person doesn't get very high emotionally, but does experience very low lows.

—This person may mumble quietly under the breath when pushed. This is a passive display of anger.

—One who influences or manages shrewdly or deviously for one's own advantage. One who will find a way to get his/her own way.

- 36. SLOW
STUBBORN
SHOW/OFF
SKEPTICAL
- One who is slow-moving, easy-going.
- A person who is determined to exert his/her own will. Not easily persuaded; obstinate.
- One who needs to be the center of attention.
- Disbelieving, questioning the motive behind the words.

- 37. LONER
LORD OVER
LAZY
LOUD
- One who requires a lot of alone time and tends to avoid other people.
- A person who doesn't hesitate to let you know that he/she is right or has won.
- One who evaluates work or activity in terms of how much energy it will take.
- A person whose laugh or voice can be heard above others in the room.

- 38. SLUGGISH
SUSPICIOUS
SHORT.
TEMPERED
- Slow to get started.
- One who tends to suspect or distrust.
- One who has a demanding impatience-based anger and a very short fuse. This type of anger is expressed when others are not moving fast enough or have not completed what they have been asked to do.
- A person lacking the power of concentration, or attention. Flighty.

- 39. REVENGEFUL
RESTLESS
RELUCTANT
RASH
- One who knowingly or otherwise holds a grudge and punishes the offender, often by subtly withholding friendship or affection.
- A person who likes constant new activity because it isn't fun to do the same things all the time.
- One who is unwilling or struggles against getting involved.
- One who may act hastily, without thinking things through, generally because of impatience.

- 40. COMPROMISING
CRITICAL
- A person who will often compromise, even when he/she is right, in order to avoid conflict.
- One who constantly evaluates and makes judgments. Example: One who is critical might see someone coming down the street and within seconds might try to evaluate

- CRAFTY
- CHANGEABLE
- Shrewd, one who can always find a way to get to the desired end.
- A person with a childlike short attention span that needs a lot of change and variety to keep from getting bored.

their cleanliness, look of intelligence or lack of it, style of clothing or lack of it, physical attractiveness or lack of it, and the list goes on. This person constantly analyzes and critiques, sometimes without realizing he/she is doing so.

PERSONALITY SCORING SHEET

STRENGTHS

SANGUINE	CHOLERIC	MELANCHOLY	PHLEGMATIC
1 — Animated	— Adventurous	— Analytical	— Adaptable
2 — Playful	— Persuasive	— Persistent	— Peaceful
3 — Sociable	— Strong-willed	— Self-sacrificing	— Submissive
4 — Common	— Competitive	— Considerate	— Controlled
5 — Retiring	— Resourceful	— Respectful	— Reserved
6 — Spirited	— Self-reliant	— Sensitive	— Satisfied
7 — Promoter	— Positive	— Patient	— Patient
8 — Spontaneous	— Sure	— Scheduled	— Shy
9 — Dynamic	— Outspoken	— Orderly	— Obliging
10 — Funny	— Forceful	— Faithful	— Friendly
11 — Delightful	— Daring	— Detailed	— Diplomatic
12 — Cheerful	— Confident	— Cultured	— Consistent
13 — Inspiring	— Decisive	— Idealistic	— Inflexible
14 — Demonstrative	— Determined	— Deep	— Dry Humor
15 — Warm-sealy	— Motive	— Logical	— Meticulous
16 — Talker	— Leader	— Thoughtful	— Tolerant
17 — Lively	— Teacher	— Loyal	— Unlabeled
18 — Cute	— Chief	— Charismatic	— Contented
19 — Popular	— Productive	— Perfectionist	— Permissive
20 — Bouncy	— Bold	— Believed	— Balanced
TOTALS			

WEAKNESSES

SANGUINE	CHOLERIC	MELANCHOLY	PHLEGMATIC
21 — Brassy	— Bawdy	— Bashful	— Bland
22 — Underplayed	— Unhygienic	— Underlying	— Unenthusiastic
23 — Repetitive	— Reckless	— Rascally	— Rigid
24 — Forgetful	— Frenetic	— Fearful	— Faint
25 — Interrupts	— Impetuous	— Insecure	— Indecisive
26 — Unpredictable	— Unfractionate	— Unpopular	— Uninvolved
27 — Neighbored	— Headstrong	— Hard-to-please	— Hesitant
28 — Permissive	— Proud	— Pessimistic	— Plain
29 — Angered easily	— Argumentative	— Abashed	— Amused
30 — Nerve	— Nervy	— Negative attitude	— Nonchalant
31 — Wants credit	— Workaholic	— Withdrawn	— Wither
32 — Talkative	— Tactless	— Too sensitive	— Timid
33 — Disorganized	— Demeaning	— Depressed	— Doubtful
34 — Inconsistent	— Invidious	— Inopportune	— Indifferent
35 — Mean	— Manipulative	— Moody	— Mumble
36 — Show-off	— Stubborn	— Suspicious	— Slow
37 — Loud	— Loud-over others	— Superficial	— Lary
38 — Scatter brained	— Short-tempered	— Suspicious	— Sluggish
39 — Restless	— Rash	— Rengeful	— Reluctant
40 — Changeable	— Crafty	— Cautious	— Compromising
TOTALS			
COMBINED			
TOTALS			

PERSONALITY STRENGTHS AND WEAKNESSES

		STRENGTHS				
		THE TALKER	THE WORKER	THE THINKER	THE WATCHER	
		SANGUINE	CHOLERIC	MELANCHOLY	PHLEGMATIC	
E M O T I O N S		Appealing personality Talkative, storyteller Life-of-the-party Good sense of humor Memory for color Physically holds onto listener Emotional and demonstrative Enthusiastic and expressive Cheerful and bubbling over Cautious Good on stage Wide-eyed and innocent Lives in the present Changeable disposition Sincere at heart Always a child	Born leader Dynamic and active Compulsive need for change Must correct wrongs Strong-willed and decisive Unemotional Not easily discouraged Independent and self-sufficient Excludes confidence Can run anything	Deep and thoughtful Analytical Serious and purposeful Talented and creative Artistic or musical Philosophical and poetic Appreciative of beauty Sensitive to others Self-sacrificing Conscientious Idealistic	Low-key personality 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	
	W O R K		Volunteers for jobs Thinks up new activities Looks great on the surface Creative and colorful Has energy and enthusiasm Starts in a flashy way Inspires others to join Charms others to work	Goal-oriented Sees the whole picture Organizes well Seeks practical solutions Moves quickly to action Delegates work Insists on production Makes the goal Stimulates activity Thrives on opposition	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	Competent and steady Peaceful and agreeable Has administrative ability Mediates problems Avoids conflicts Good under pressure Finds the easy way
		F R I E N D S		Makes friends easily Loves people Thrives on compliments Seems exciting Envyed by others Doesn't hold grudges Apologizes quickly Prevents dull moments Likes spontaneous activities	Has little need for friends Will work for group activity Will lead and organize Is usually right Excels in emergencies	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 Seeks ideal mate

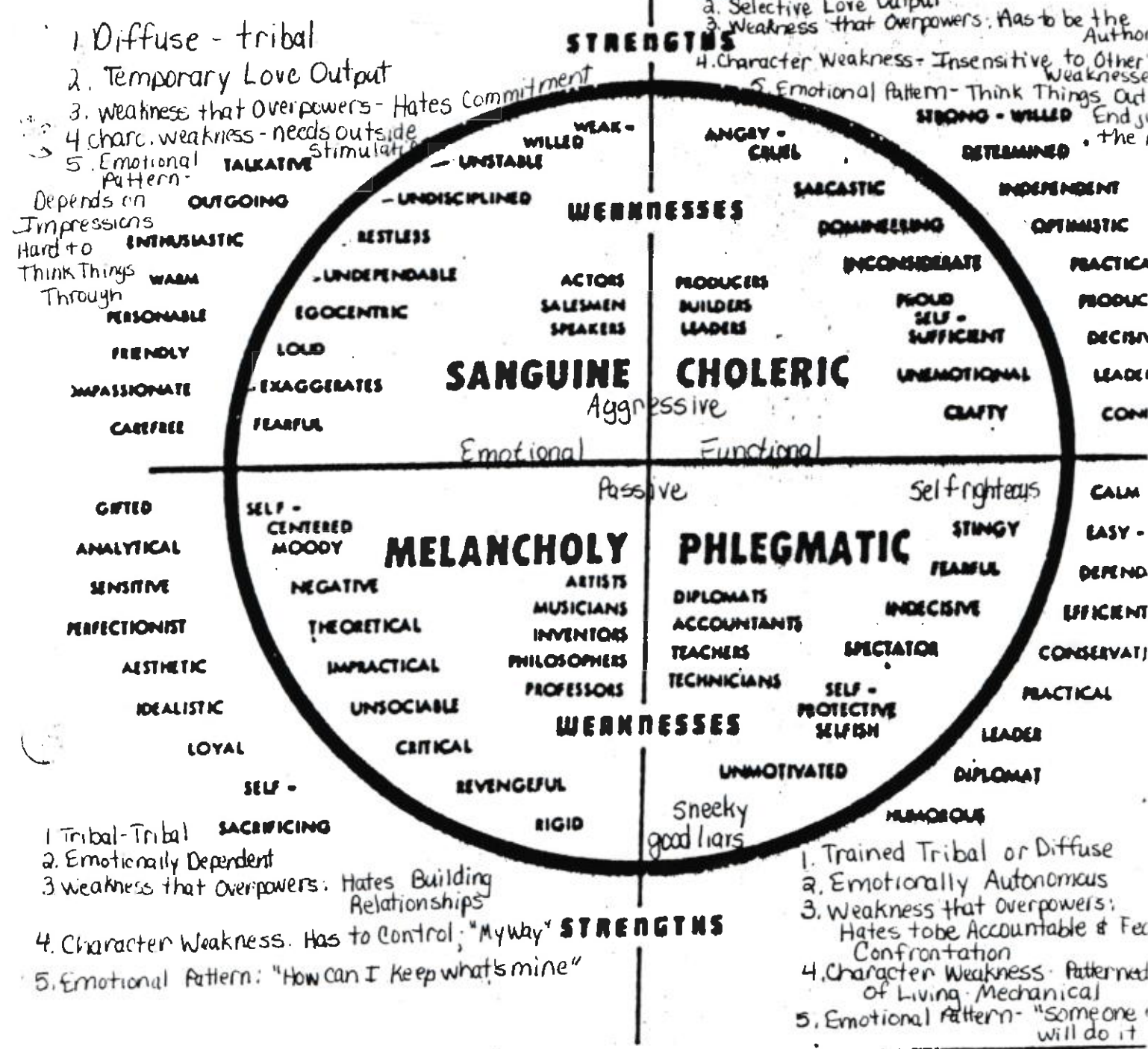
PERSONALITY STRENGTHS AND WEAKNESSES (Cont.)

	SANGUINE	CHOLERIC	MELANCHOLY	PHLEGMATIC
W E A K N E S S E S	<p>Compulsive talker Exaggerates and elaborates Dwells on trivia Can't remember names Scares others off Too happy for some Has restless energy Egotistical Blasts and complains Naive, gets taken in Has loud voice and laugh Controlled by circumstances Gets angry easily Seems phony to some Never grows up</p>	<p>Bossy Impatient Quick-tempered Can't relax Too impetuous Enjoys controversy & arguments Won't give up when losing Comes on too strong Inflexible Is not complimentary Dislikes tears and emotions Is unsympathetic</p>	<p>Remembers the negatives Moody and depressed Enjoys being hurt Has false humility Off in another world Low self-image Has selective hearing Comes on too strong Too introspective Guilt feelings Persecution complex Tends to hypochondria</p>	<p>Unenthusiastic Fearful and worried Indecisive Avoids responsibility Quiet will of iron Selfish Too shy and reticent Too compromising Self-righteous</p>
W E A K N E S S E S	<p>Would rather talk Forgets obligations Doesn't follow through Confidence fades fast Undisciplined Promotes out of order Decides by feelings Easily distracted Wastes time talking</p>	<p>Little tolerance for mistakes Doesn't analyze details Bored by trivia May make rash decisions May be rude or tactless Manipulates people Demanding of others End justifies the means Work may become his god Demands loyalty in the ranks</p>	<p>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</p>	<p>Not goal-oriented Lacks self-motivation Hard to get moving Resents being pushed Lazy and careless Discourages others Would rather watch</p>
W E A K N E S S E S	<p>Hates to be alone Needs to be center stage Wants to be popular Looks for credit Dominates conversations Interrupts and doesn't listen Answers for others Fickle and forgetful Makes excuses Repeats stories</p>	<p>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</p>	<p>Lives through others Insecure socially Withdrawn and remote Critical of others Holds back affection Dislikes those in opposition Suspicious of people Antagonistic and vengeful Unforgiving Full of contradictions Skeptical of compliments</p>	<p>Dampens enthusiasm Stays uninvolved Is not exciting Indifferent to plans Judges others Sarcastic and teasing Resists change</p>

PERSONALITY COMPARISON CHART

These comparisons are made for your enjoyment and are based on my personal study of these various systems.

Person	Sanguine	Choleric	Melancholy	Phlegmatic
Hippocrates	Sanguine	Choleric	Melancholy	Phlegmatic
1. Albert Field Social Styles	Expressive	Daring	Analytical	Amiable
1. F. Waring 2. Jack Williams Car Customers	Burlesque Talkative	Elephant Impulsive	Frog Deliberative	Turtle Timid
1. Harbo-Physicists	Pepper	Quark	Ginger	Purley
1. Sam-Delaney	Promoters	Controllers	Analysts	Supporters
1. Light-Lawcomb Business Personalities	Fast Track	People Catalyst	Hard Charger	Power Broker
1. Friedman-Rosenman Cardiologists		Type A		Type B
1. Furlans Blood-types	Type B	Type A	Type O	Type A-B
1. Peter Koala Dog Personalities	Fuzzy Zoeller	Tom Kite	David Graham	Ben Ceratshaw
1. Dr. James Carr	Professional Good Guy	Pre-Cater	Resident Genius	Supreme Democrat
1. Dr. Dennis Hendley Seminar Attendees	Late Arriver	Big Mouth	Would-Be Expert	Whisperer
1. Billie Frazer Owners	Impromptu Owners	Settings Attached	Record Keeper	Healer/Owners
1. DDC Systems Performer	I = Influence	D = Dominance	C = Compliance	S = Supportive
1. Achley Vector Analysts	Friendly	Aggressive	Prudent	Reserved
1. Robert Breman	Explosives	Shaman Tanks	Snipers	Indecisive Stallers
1. Robert Lehan Effective Motivation	Dominant/Warm	Dominant/Hostile	Submissive/Hostile	Submissive-Warm
1. Benice McCarthy 4-Shell System	Colleague	Manager	Analyst	Watcher
1. Personal Dynamics	Expressive	Self Reliant	Factual	Loyal
1. Alexander & Cathcart	Socializer	Director	Thinker	Retailer
1. Roger Herzog	Miss Sunshine	Miss Helpful	Miss Neat	Miss Shy
1. Merrill Douglas	Talkers	Achivers	Thinkers	Amateurs
1. Lawrence Cobb	Emotional	Vehement	Rational	Personal



- Sanguine (Peter)**
- routine commitment
 - get accountable in relationships and duties
 - self-examination and reflection
 - word
 - must finish old business before new
 - learn to listen
 - depth

- Phlegmatic (Abraham)**
- define principles & learn to recognize violation
 - practice direct confrontation (work with choleric on this)
 - demand real personal investment
 - must confess sins
 - seek accountability and vulnerability

- Choleric (Paul)**
- apologize
 - practice emotional
 - structure time for inner walk
 - get into obedience
- Melancholic (Moses)**
- resist brooding -- slap face
 - demand action, no sympathy for
 - cultivate thankfulness
 - connect abstract with practical
- regardless of how you feel
 where 5:17 - Commands

STRENGTHS

	SANGUINE	CHOLERIC	MELANCHOLY	PHLEGMATIC
1	___ Animated	___ Adventurous	___ Analytical	___ Adaptable
2	___ Playful	___ Persuasive	___ Persistent	___ Peaceful
3	___ Sociable	___ Strong-willed	___ Self-sacrificing	___ Submissive
4	___ Convincing	___ Competitive	___ Considerate	___ Controlled
5	___ Refreshing	___ Resourceful	___ Respectful	___ Reserved
6	___ Spirited	___ Self-reliant	___ Sensitive	___ Satisfied
7	___ Promoter	___ Positive	___ Planner	___ Patient
8	___ Spontaneous	___ Sure	___ Scheduled	___ Shy
9	___ Optimistic	___ Outspoken	___ Orderly	___ Obliging
10	___ Funny	___ Forceful	___ Faithful	___ Friendly
11	___ Delightful	___ Daring	___ Detailed	___ Diplomatic
12	___ Cheerful	___ Confident	___ Cultured	___ Consistent
13	___ Inspiring	___ Independent	___ Idealistic	___ Inoffensive
14	___ Demonstrative	___ Decisive	___ Deep	___ Dry humor
15	___ Mixes easily	___ Mover	___ Musical	___ Mediator
16	___ Talker	___ Tenacious	___ Thoughtful	___ Tolerant
17	___ Lively	___ Leader	___ Loyal	___ Listener
18	___ Cute	___ Chief	___ Chartmaker	___ Contented
19	___ Popular	___ Productive	___ Perfectionist	___ Permissive
20	___ Bouncy	___ Bold	___ Behaved	___ Balanced

WEAKNESSES

	SANGUINE	CHOLERIC	MELANCHOLY	PHLEGMATIC
21	___ Brassy	___ Bossy	___ Bashful	___ Blank
22	___ Undisciplined	___ Unsympathetic	___ Unforgiving	___ Unenthusiastic
23	___ Repetitious	___ Resistant	___ Resentful	___ Reluctant
24	___ Forgetful	___ Frank	___ Fussy	___ Fearful
25	___ Interrupts	___ Impatient	___ Insecure	___ Indecisive
26	___ Unpredictable	___ Unaffectionate	___ Unpopular	___ Uninvolved
27	___ Haphazard	___ Headstrong	___ Hard to please	___ Hesitant
28	___ Permissive	___ Proud	___ Pessimistic	___ Plain
29	___ Angered easily	___ Argumentative	___ Alienated	___ Aimless
30	___ Naive	___ Nervy	___ Negative attitude	___ Nonchalant
31	___ Wants credit	___ Workaholic	___ Withdrawn	___ Worrier
32	___ Talkative	___ Tactless	___ Too sensitive	___ Timid
33	___ Disorganized	___ Domineering	___ Depressed	___ Doubtful
34	___ Inconsistent	___ Intolerant	___ Introvert	___ Indifferent
35	___ Messy	___ Manipulative	___ Moody	___ Mumbles
36	___ Show-off	___ Stubborn	___ Skeptical	___ Slow
37	___ Loud	___ Lord over others	___ Loner	___ Lazy
38	___ Scatterbrained	___ Short-tempered	___ Suspicious	___ Sluggish
39	___ Restless	___ Rash	___ Revengful	___ Reluctant
40	___ Changeable	___ Crafty	___ Critical	___ Compromising

TOTALS	___	___	___	___
COMBINED	___	___	___	___
TOTALS	___	___	___	___