

Your Personality Plus Profile: Sheet One

Directions — In each of the following rows of four words across, place an X in front of the one and only one word that most often applies to you. Continue through all forty lines; be sure each number is marked. If you are not sure which word “most applies,” ask a spouse or a friend, or think of what your answer would have been when you were a child.

Strengths

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

Weaknesses

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

Personality Scoring: Sheet Two

Now transfer all your X's to the corresponding words on the Personality Scoring sheet, and add up your totals. For example, if you checked *Animated* on the profile, check it on the scoring sheet. (Note: The words are in a different order on the profile and the scoring sheet.)

Strengths

		Popular Sanguine		Powerful Choleric		Perfect Melancholy		Peaceful 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	___	Chart maker	___	Contented
19	___	Popular	___	Productive	___	Perfectionist	___	Pleasant
20	___	Bouncy	___	Bold	___	Behaved	___	Balanced

Totals—Strengths

Weaknesses

		Popular Sanguine		Powerful Choleric		Perfect Melancholy		Peaceful Phlegmatic
21	___	Brassy	___	Bossy	___	Bashful	___	Blank
22	___	Undisciplined	___	Unsympathetic	___	Unforgiving	___	Unenthusiastic
23	___	Repetitious	___	Resistant	___	Resentful	___	Reticent
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	___	Revengeful	___	Reluctant
40	___	Changeable	___	Crafty	___	Critical	___	Compromising

Total—Weaknesses

Combined Totals

You have taken the test. Now you know what temperament or combination you are. Following are the strengths of each summarized. Bet you did not know you had all this going for you. Now that you know your assets—make them work for you.

Popular Sanguine Personality

The Extrovert The Talker The Optimist

Strengths

Emotions:

- Appealing personality
- Talkative, storyteller
- Life of the party
- Good sense of humor
- Memory for color
- Physically holds on to the listener
- Emotional and demonstrative
- Enthusiastic and expressive
- Cheerful and bubbling over
- Curious
- Good on stage
- Wide-eyed and innocent
- Lives in the present
- Changeable disposition
- Sincere at heart
- Always a child

As a friend:

- Makes friends easily
- Loves people
- Thrives on compliments
- Seems exciting
- Envied by others
- Doesn't hold grudges
- Apologizes quickly
- Prevents dull moments
- Likes spontaneous activities
- Does not like to be alone

As a parent:

- Makes home fun
- Is liked by children's friends
- Turns disaster into humor
- Is the circus master

At work:

- 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 other to join
- Charms others to work

Perfect Melancholy Personality

The Introvert The Thinker The Pessimist

Strengths

Emotions:

- Deep and thoughtful
- Analytical
- Serious and purposeful
- Genius prone
- Talented and creative
- Artistic or musical
- Philosophical and poetic
- Appreciative of beauty
- Sensitive to others
- Self-sacrificing
- Conscientious
- Idealistic

As a friend:

- 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

As a parent:

- Sets high standards
- Wants everything done right
- Keeps home in good order
- Picks up after children'
- Sacrifices own will for others
- Encourages scholarship and talent

At work:

- 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 is started
- Likes charts, graphs, figures and lists

Powerful Choleric Personality

The Extrovert The Doer The Optimist

Strengths

Emotions:

- Born leader
- Dynamic and active
- Compulsive need for change
- Must correct wrongs
- Strong willed and decisive
- Unemotional
- Not easily discouraged
- Independent and self-sufficient
- Exudes confidence
- Can run anything

As a parent:

- Exerts sound leadership
- Establishes goals
- Motivates family to action
- Knows the right answer
- Organizes household

At 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

As a friend:

- Has little need for close friends
- Will work for group activity
- Will lead and organize
- Is usually right
- Excels in emergencies

Peaceful Phlegmatic Personality

The Introvert The Watcher The Pessimist

Strengths

Emotions:

- 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

As a parent

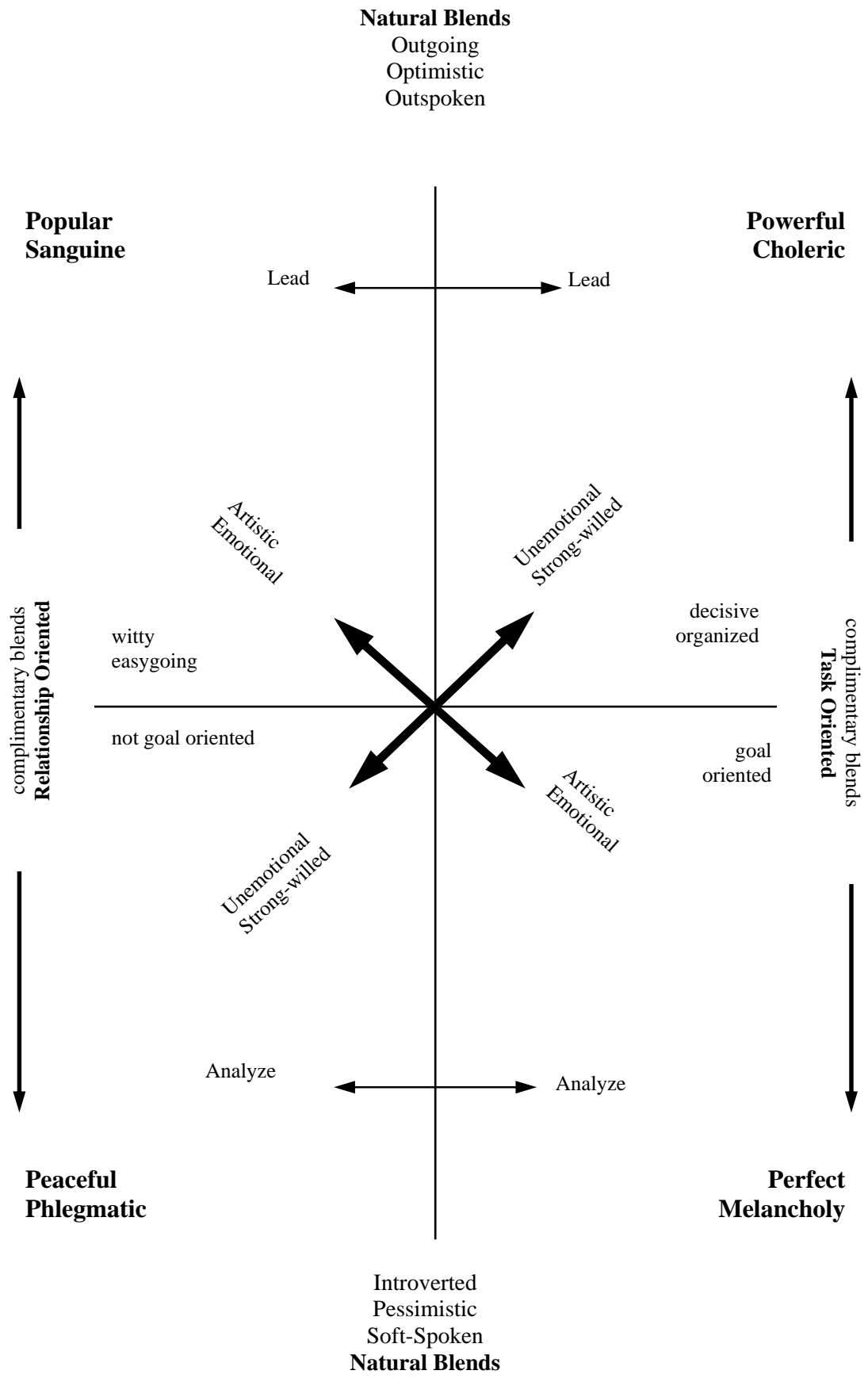
- Makes a good parent
- Takes time for the children
- Is not in a hurry
- Can take the good with the bad
- Doesn't get upset easily

At work

- Competent and steady
- Peaceful and agreeable
- Has administrative ability
- Mediates problems
- Avoids conflicts
- Good under pressure
- Finds the easy way

As a friend

- Easy to get along with
- Pleasant and enjoyable
- Inoffensive
- Good listener
- Dry sense of humor
- Enjoys watching people
- Has many friends
- Has compassion and concern



What to do about correcting your weaknesses and turning them into strengths.

Sanguine issues:

Popular sanguines talk too much

- Talk half as much as before
- Watch for signs of boredom
- Condense your comments
- Stop exaggerating (remember that *colorful* carried to extreme becomes *lying*)

Popular sanguines are self-centered

- be sensitive to other people's interests
- learn to listen
- be sensitive to other's needs and listen to what they have to say

Popular sanguines have uncultivated memories

- Pay attention to names
- Write things down
- Don't forget the kids
- Even though you can rationalize why you have a bad memory, no one wants to hear about it. Pay attention to people's names, write things down, and try to take note of where you left your car and your child.

Sanguines are fickle and forgetful friends

- Read *The Friendship Factor* by Alan McGinnis, Augsburg Press
- Put others needs first
- Popular sanguines, it's not easy to be a good friend but it is worth the effort. Don't settle for an audience, become a friend.

Sanguines interrupt and answer for others

- Don't think you must fill all the gaps
- Remember, that one who interrupts and answers for others is rude and inconsiderate and after awhile, unwelcome.

Sanguines are disorganized and immature

- Pull your life together
- Grow up a little
- Philippians 4:13 is your verse

Melancholy issues:

Melancholies are easily depressed

- Realize no one likes gloomy people
- Don't look for trouble
- Don't get hurt so easily
- Look for the positives
- Read *Blow Away the Black Clouds* (Harvest House)
- Remember to accentuate the positives eliminate the negatives.

Melancholies have low self esteem

- Search out the source of your insecurities
- Listen for false humility

Melancholies procrastinate

- Get the right things before you start

- Don't spend so much time planning

Melancholies put unrealistic demands on others

- Relax your standards some
- Be grateful that you understand your temperament so well
- II Corinthians 13:11

Choleric issues:

They are seen as compulsive workers

- Learn to relax
- Read "When I Relax I feel Guilty"
- Take the pressure off of others
- Plan leisure activities

Cholerics must be in control

- Respond to other peoples' leadership
- Don't look down on the "dummies"
- Stop manipulating others

Cholerics do not know how to handle people

- Practice patience
- Keep advice until asked for it
- Tone down your approach to others
- Stop arguing and causing trouble

Cholerics are right but unpopular

- Let someone else be right
- Learn to apologize
- Admit your faults
- Your verse is I John 1:9

Phlegmatic issues:

Phlegmatics are not exciting

- Try to get enthused

Phlegmatics resist change

- Try something different and new

Phlegmatics seem to be lazy

- Learn to accept responsibility
- Don't procrastinate
- Motivate yourself

Phlegmatics have a quiet will of iron

- Communicate your feelings

Phlegmatics seem to be wishy-washy

- Practice making decisions
- Learn to say no
- Proverbs 2:6-9

Finally, how do you deal with others who are ...

Sanguine

- Recognize their difficulty in accomplishing tasks
- Realize they talk without thinking first
- Realize they like variety and flexibility
- Help to keep them from accepting more than they can do
- Do not expect them to remember appointments or be on time
- Praise them for everything they accomplish
- Remember they are circumstantial people
- Bring them presents; they like new toys
- Accept that they make fun out of what would be embarrassing to most others
- Realize they mean well

Melancholy

- Know that they are very sensitive and get hurt easily
- They are programmed to be pessimistic
- Learn to deal with their depression or moodiness
- Compliment them sincerely and lovingly
- Accept that they like to be alone and like it quiet sometimes
- Try to keep a reasonable schedule with them
- Realize that neatness is a necessity
- Do not let them become slaves to the family or other groups

Choleric

- Recognize they were born leading
- Insist on two way communication with them
- Know that they do not mean to be hurtful
- Do not push your luck with them
- Try to divide areas of responsibility
- Realize that they are not compassionate or affectionate by nature
- Know that they are usually right and even when they are not, they think they are

Phlegmatic

- They need direct motivation
- Help them set goals and make rewards
- Do not expect enthusiasm from them
- Realize that putting things off is their quiet way to control
- Force them to make decisions
- Help them learn to confront and decide
- Do not heap all the blame on them
- Encourage them to accept responsibilities

Ready, Set, Grow!

- Understanding your basic temperament does not fence you in to your weaknesses
- Positives exaggerated become weaknesses
- You date strengths and discover you have married weaknesses
- You hire strengths and fire weaknesses

