



THE FOUR BASIC TEMPERAMENTS

Quadrant	Strength	Weakness	Associated Professions
Sanguine	outgoing, charisma, warm, friendly, responsive, talkative, enthusiastic, carefree, compassionate, generous	undisciplined, weak-willed, restless, disorganized, unproductive, undependable, obnoxious—loud, egocentric, exaggerates, fearful & insecure	ACTORS, SALESMEN, SPEAKERS
Choleric	determined & strong-willed, independent, productive, decisive, practical, visionary, optimistic, courageous, self-confident, leader	cold—unsympathetic, insensitive & inconsiderate, hostile—angry, cruel—sarcastic, unforgiving, self-sufficient, domineering, opinionated & prejudiced, proud, crafty	LEADERS, PRODUCERS, BUILDERS
Melancholy	gifted, analytical, perfectionist, conscientious, loyal, aesthetic, idealistic, sensitive, self-sacrificing, self-disciplined	moody, negative, critical, rigid & legalistic, self-centered, touchy, revengeful, persecution-prone, unsociable, theoretical & impractical	ARTIST, MUSICIANS, INVENTORS, PHILOSOPHERS, DOCTORS
Phlegmatic	calm & quiet, easygoing, likeable, diplomatic, efficient & organized, dependable, conservative, practical, reluctant leader, dry humor	unmotivated, blasé, indolent, spectator, selfish, stingy, stubborn, self-protective, indecisive, fearful	DIPLOMATS, ACCOUNTANTS, TEACHERS, TECHNICIANS