

	SANGUINE Entertainer	CHOLERIC Ruler	MELANCHOLIC Computer	PHLEGMATIC Supporter
BEHAVIOR:	Creative, warm, charismatic, energetic	controls, dictates	attentive to details, systematic	agreeable, personable, friendly, caring, helpful
UNDER PRESSURE:	talk louder and faster, comply	yell, blow-up, bully, throw tantrums and pot shots, arrogant	become silent, flee or withdraw, autocratic	submit, accommodate, gunny-sack, passive-aggressive
PAYOFF:	communication, center of attention, influential	they feel superior, other people submit	consistency, well-prepared	illusion of harmony, never have to take risks
STRENGTHS:	people oriented, persuasive, verbal skills, optimistic	decisive, get things done, self-confident	accurate, fact finder, precise, organized	likeable, loyal, team player, steadfast, patient
WEAKNESS:	egotistical, lack follow-through, "flaky"	intimidate and alienate people	stubborn, boring, aloof, unimaginative	indecisive, wastes time, gullible, withholds negative
*NEEDS:	popularity, warmth/feeling, social recognition	control, power, to be right	controlled work, security, order, status quo	security and belonging, to please others, predictable
SUCCESS TOOLS:	use flexibility, be enthusiastic, let them talk, use demonstrations	support their goals, get to the point, be business like, task-oriented	go step by step, use facts, logic, and structure, tie new ideas to old ones	be casual and sincere, listen, slow down, set goals, emphasize self-development

SANGUINE:

Aim: To have fun out of life
 Compulsion: To entertain the troops
 Wants: Attention and credit
 Usually marry: Melancholics

MELANCHOLIC:

Aim: If it's worth doing, it's worth doing right
 Compulsion: To get life and everyone in perfect order
 Wants: Order and discipline
 Usually marry: Sanguines

CHOLERIC:

Aim: Do it my way now
 Compulsion: To right all wrongs
 Wants: Action and obedience
 Usually marry: Phlegmatics

PHLEGMATIC:

Aim: If you have to do it, do it the easy way
 Compulsion: None
 Wants: Peace and quiet
 Usually marry: Choleric

The secret to getting along well with other people is to find their *NEEDS and be willing to fill their needs. Don't look for them to fill your needs.