

Perceives Self as More Powerful than Environment
Active, Fast Paced, Assertive, Bold, Extroverted and Optimistic



Dominant - Powerful Choleric

STRENGTHS ← → WEAKNESSES

Accomplishes a lot	Workaholic
Makes Quick Decisions	Makes Rash Decisions
Goal-Oriented	Won't Give up
Solves Problems	Always Right
Active	Impatient
Self-Sufficient	My Way or the Highway
Takes Authority	Bossy

Emotional Needs: Loyalty, Sense of Control, Appreciation, Accomplishment



Influential - Popular Sanguine

STRENGTHS ← → WEAKNESSES

Enthusiastic	Unbelievable
Optimistic	Naïve
Volunteers	No Follow Through
Makes Friends Easily	Fickle Friend
Good up Front	It's all about Me
Big Idea Person	Gets Lost in Details
Conversationalist	Compulsive Talker

Emotional Needs: Attention, Approval, Affection, Acceptance

Perceives Environment as Unfavorable
Questioning, Logic Focused, Skeptical, Challenging

Perceives Environment as Favorable
Accepting, People Focused, Receptive, Agreeable



Conscientious - Perfect Melancholy

STRENGTHS ← → WEAKNESSES

Thoughtful & Deep	Withdrawn
Accurate	Obsessive
Detail Oriented	Analysis Paralysis
Self-Sacrificing	Martyr Complex
Sees Problems	Overly Pessimistic
Compassionate	Overly Sensitive
Choosy Friend	Hard to Please

Emotional Needs: Sensitivity, Support, Space, Silence



Steady - Peaceful Phlegmatic

STRENGTHS ← → WEAKNESSES

Easygoing	Lazy
Humble	Inferiority Complex
Mediator	Indecisive
Listener	Won't Contribute
Adaptable	Too Compliant
Stable	Resistant to Change
Tactful	Compromises

Emotional Needs: Peace & Quiet, Respect, Feeling of Worth, Lack of Stress