

PETE BUMGARNER MINISTRIES

**A NON-PROFIT CORPORATION
FOUNDED OCTOBER, 1984**

PERSONALITY PROFILES

STUDY GUIDE



PERSONALITY PROFILES

I. INTRODUCTION

- A. Our primary objective for this study is to give you a better understanding of yourself and others by helping you to understand your personality traits.
- B. Our secondary objective is to reveal to you strengths and weaknesses in your personality so that you can develop the strengths and diminish the weaknesses.
- C. This study is not designed to prefer one personality over another; it is intended to be beneficial to all personalities.
- D. The purpose for this study is to assist you in interacting with others who do not share your personality traits.
- E. We cannot excuse bad behavior to personality traits.
- F. Regardless of personality, we are all responsible for obeying the Word of God. Accountability is not optional; it is inevitable.
- G. We want you to begin this study with a self-evaluation. The purpose of this evaluation is to identify your personality.
 - 1. In order for this profile to be accurate and beneficial, you must be honest.
 - 2. Honesty is the key to identifying, understanding, and developing in the positive aspects of our personality traits.

II. PERSONALITY EVALUATION

- A. Please carefully read the statements and check the appropriate box.
- B. If you do not understand a statement, please ask for an explanation.
- C. Once you have completed the evaluation, we will score it and identify your personality profile.

- D. We will score the evaluation by identifying the appropriate personality category.
 - 1. The category with the highest score is the primary or dominant personality blend of an individual.
 - 2. The category with the next highest score is the secondary personality blend, which greatly influences the overall personality.
 - 3. If you score in more than two categories, there is probably a legitimate reason, which we will explore.
- E. Identify your personality blends.

III. PERSONALITY EXPLANATION

- A. Personality is the organization of traits or characteristics within an individual.
 - 1. Each particular personality can be expected to act and react in a somewhat predictable way.
 - 2. Each individual is born with a particular personality. We refer to this personality as the normal personality.
 - 3. Environment or circumstances may affect an individual's personality. We refer to this personality as an acquired or imposed personality. One can take on a personality that is not natural to him/her.
- B. The four personality temperaments used in this study are extracted from the extensive research conducted by Hippocrates.
 - 1. Hippocrates is believed to have lived in the 460 BC - 377 BC time period.
 - 2. Hippocrates was a Greek physician who is known as the "Father of Medicine."
 - 3. The four personality profile names, **sanguine**, **choleric**, **melancholy**, and **phlegmatic** are related to human anatomy.
 - 4. According to Hippocrates' theory, each of these four body humors is produced as a result of a physiological imbalance.

- a. According to Hippocrates, the sanguine personality is attributed to excessive red blood.
 - b. According to Hippocrates, the choleric personality is attributed to excessive yellow bile, which is a secretion of the liver stored in the gall bladder. (An extreme amount of yellow bile results in a condition known as jaundice.)
 - c. According to Hippocrates, the melancholy personality is attributed to excessive black bile, which is congealed blood from the spleen.
 - d. According to Hippocrates, the phlegmatic personality is attributed to excessive phlegm, which is a secretion of mucus from the respiratory passages.
5. According to Hippocrates, all people can find their identity somewhere in these four categories: sanguine; choleric; melancholy; phlegmatic.
- a. *The New American Heritage Dictionary* defines **sanguine** (sang'-gwin) as follows: **1.a.** *Color.* Of the color of blood; red. **b.** Of a healthy, reddish color; ruddy. **2.** *Archaic.* **a.** Having blood as the dominant humor in terms of medieval physiology. **b.** Having the temperament and ruddy complexion formerly thought to be characteristic of a person dominated by this humor; passionate. **3.** Cheerfully confident; optimistic.
 - b. *The New American Heritage Dictionary* defines **choleric** (ka-ler'-ik) as follows: **1.** Easily angered; bad-tempered. **2.** Showing or expressing anger.
 - c. *The New American Heritage Dictionary* defines **melancholy** (mel'-an-kol'-e) as follows: **1.** Sadness or depression of the spirits; gloom. **2.** Pensive reflection or contemplation. **3.** *Archaic.* **a.** Black bile. **b.** An emotional state characterized by sullenness and outbreaks of violent anger, believed to arise from black bile. — **mel-an-chol-y** *adj.* **1.** Affected with or marked by depression of the spirits; sad. **2.** Tending to promote sadness or gloom. **3.** Pensive; thoughtful.

- d. *The New American Heritage Dictionary* defines **phlegmatic** (fleg-mat'-ik) as follows: **1.** Of or relating to phlegm; phlegmy. **2.** Having or suggesting a calm, sluggish temperament; unemotional.
 - e. Hippocrates associated the characteristics of a person with four body fluids. He associated the **sanguine** personality with **red blood**. He associated the **choleric** personality with **yellow bile**. He associated the **melancholy** personality with **black bile**. He associated the **phlegmatic** personality with **phlegm**.
 - f. After extensive study of human characteristics versus body fluids, Hippocrates concluded that an individual's personality was directly related to these four body fluids.
- C. We are not interested in proving or disproving Hippocrates' theory. We are interested in developing a better understanding of temperaments.
- D. We will use Hippocrates' terminology of the temperaments in this study strictly for the purpose of categorization.

IV. PERSONALITY EXPOSITION

- A. We will begin our personality study by analyzing the **sanguine** personality.
1. Sanguines are exciting people who like to have fun; consequently, they are usually popular.
 2. Sanguines are generally very talkative.
 3. Sanguines are somewhat naive, and they generally have a good sense of humor.
 4. Sanguines are emotionally demonstrative, and they have a changeable disposition.
 - a. They can easily laugh or cry.
 - b. They can be friendly or hostile.
 - c. Their emotions are quickly displayed, whether positive or negative.

5. Sanguines are animated; often, they talk with their hands and physically touch the one with whom they are speaking.
6. Sanguines are very enthusiastic and expressive.
7. Sanguines are generally cheerful and full of energy.
8. Sanguines are curious and inquisitive.
9. Sanguines tend to live in the present and give little thought to planning for the future. They enjoy the moment.
10. Sanguines never grow up. They always have a child-like heart that is susceptible to deception and hurt.
11. Sanguines are quick to volunteer for jobs, but they do not always finish what they start.
12. Sanguines seem to have a short attention span; consequently, they are constantly searching for new activities.
13. Sanguines are generally very enthusiastic and dramatic.
14. Sanguines have a way of inspiring and charming others to work.
15. Because of their extroverted personality, sanguines make friends easily.
16. Sanguines love people; consequently, they do not like to be alone.
17. Sanguines thrive on compliments, and they expect to hear them.
18. Sanguines do not hold grudges. They get mad easily, but they get over it quickly.
19. Sanguines are quick to apologize.
20. Sanguines like spontaneous activities, and they try to prevent dull moments.
21. Sanguines look good on the outside, but on the inside they are generally unorganized.

22. Sanguines tend to elaborate and exaggerate in an attempt to embellish the subject.
23. Sanguines often dwell on trivia. They have the uncanny ability to take things far beyond the normal expectations.
24. Sanguines are too happy for some people and tend to scare them away.
25. Sanguines tend to have restless energy. This restless energy is often referred to as hyperactivity (hyper), which may also be seen in the choleric personality.
26. Because sanguines are naive, people often take advantage of them.
27. Sanguines can generally be picked out in a crowd because of their enthusiasm and laugh. They are uninhibited.
28. Often, sanguines are controlled by circumstances.
29. Sanguines may seem phony to some because they maintain a child-like innocence.
30. Sanguines are easily distracted and often waste time talking when they should be working.
31. Often, sanguines forget their obligations. Disorganization may contribute to this weakness.
32. Often, sanguines are undisciplined and have their priorities out of order.
33. Sanguines tend to lose their confidence quickly, depending upon their personality blend.
34. Generally, sanguines make their decisions based upon feelings rather than logic.
35. Sanguines want to be popular; consequently, they do things that draw attention.
 - a. Often they dominate conversations and interrupt when others are talking.

- b. Since listening does not draw attention, sanguines are not very good listeners.
 - c. The blend of the personality affects this weakness, either in a positive or negative way.
- 36. Sanguines need credit for the things that they do.
- 37. Often, sanguines answer for others.
- 38. Generally, sanguines are fickle and forgetful.
- 39. Sanguines tend to make excuses for anything that they have done wrong. They always seem to have a reason for their mistake.
- 40. Often, sanguines repeat stories because of a compulsive need to talk.
- 41. The following words best summarize the sanguine personality: playful; talkative; naive; animated; unorganized; enthusiastic; spontaneous; social extrovert.
- B. Now we will look at the **choleric** personality, beginning with its strengths.
 - 1. Cholerics are born leaders; they cherish control.
 - 2. Cholerics are dynamic and active, with a compulsive need for change.
 - 3. Cholerics are goal-oriented, not people-oriented.
 - 4. Cholerics are strong-willed and decisive.
 - 5. Cholerics are not known for their affections; consequently, they are able to make difficult management decisions that affect people in a negative way.
 - 6. Cholerics are not easily discouraged.
 - 7. Cholerics are generally independent and self-sufficient.
 - 8. Cholerics display extreme confidence. They are powerful.

9. Because of an insatiable desire for control, choleric want to take charge of most everything.
10. Because choleric like to lead and coordinate, they focus on group activities.
11. Choleric organize through delegation. They delegate tasks and responsibilities, but they seldom delegate authority.
12. Choleric delegate work and insist on production.
13. Choleric seek practical solutions, and they move to action very quickly.
14. Generally, choleric reach their goals.
15. Choleric stimulate activity and thrive on opposition. They are very competitive.
16. Because of quick action and control, the choler excels in emergencies.
17. Choleric find it necessary to correct wrongs. The secondary personality blend can greatly affect this trait.
18. The choler has little need for friends; however, the personality blend can affect this trait.
19. The predominant weakness of the choler is denial of weaknesses.
20. Choleric are bossy, impatient, quick-tempered, and they often find it difficult to relax.
21. Choleric have a tendency to move too fast. They may go into action before gathering all the facts.
22. Choleric seem to enjoy controversy and arguments.
23. Choleric will not give up when losing.
24. Generally, choleric are inflexible and come on too strong.
25. Choleric are not genuinely complimentary, and they dislike tears and emotional displays.

26. Basically, choleric are unsympathetic, but the personality blend will affect this trait.
27. Choleric have little tolerance for mistakes.
28. Choleric do not analyze details because trivia bores them.
29. Too often, choleric make rash decisions.
30. Choleric tend to be rude and tactless.
31. Choleric are very demanding of others, and they tend to manipulate people.
32. Choleric have a basic philosophy that the end justifies the means.
33. Choleric may often allow work to become their priority, or possibly their god.
34. Choleric demand loyalty in the ranks, and they tend to use people for their own advantage.
35. Choleric dominate others and often decide for others.
36. Choleric tend to think that they know everything, and they think they can do anything.
37. Choleric are too independent.
38. Choleric tend to be possessive of friends and mate.
39. Choleric have a difficult time saying, "I'm sorry."
40. Choleric may often be right, but they may also be unpopular.
41. The following words best summarize the choleric personality: controlling; powerful; quick to act; decisive; exudes confidence; competitive; tactless.

C. The next personality we will explore is the **melancholy**.

1. Melancholies have an insatiable desire for perfection.
2. Melancholies are deep and thoughtful.

3. Melancholies are analytical and deliberate rather than spontaneous.
4. Melancholies are serious and purposeful.
5. Melancholies are very appreciative of things that help or appeal to them.
6. Melancholies are sensitive to others; consequently, they will sacrifice for others.
7. Melancholies are conscientious as well as idealistic.
8. Melancholies are schedule-oriented. They detest being late.
9. Melancholies set high standards and strive for perfection.
10. Melancholies are detail-conscious, persistent, and thorough.
11. Generally, melancholies are orderly, organized, and neat.
12. Generally, melancholies are economical.
13. Melancholies have the ability to see problems and find solutions.
14. Melancholies feel an intense need to finish what they start. The personality blend may influence this trait.
15. Melancholies like charts, graphs, figures, lists, outlines, etc.
16. Melancholies tend to remember the negatives.
17. Melancholies are often moody and depressed.
18. Due to extreme concentration, melancholies may at times seem to be in another world.
19. Melancholies tend to have a low self-image, which may be attributed to the high standards that they set and do not reach. The personality blend will influence this tendency either positively or negatively.
20. Melancholies seem to have selective hearing, which probably is the result of deep thought.

21. Melancholies are introverts; however, the personality blend can affect this trait.
22. Melancholies often suffer from a persecution complex. They may feel that people or “the system” is against them.
23. Many melancholies become hypochondriacs. This weakness may be attributed to their deep concentration on pain or discomfort.
24. Melancholies may be more project-oriented than people-oriented.
25. Melancholies often become depressed because of imperfections.
26. Generally, melancholies choose difficult work.
27. Melancholies are slow to start projects because they spend a great deal of time planning. The secondary personality blend can affect this trait.
28. Melancholies tend to prefer analysis to work. The secondary personality blend may affect this trait, either positively or negatively.
29. Melancholies are very hard to please because they want everything perfect.
30. Often, melancholies set their standards too high to attain.
31. Melancholies have a deep need for approval since they are not satisfied with themselves.
32. Melancholies tend to be socially insecure. Often, they are withdrawn and remote. They are more apt to respond than to initiate.
33. Melancholies have a tendency to be critical of others.
34. Melancholies are notorious for withholding affection when things have not gone well for them.
35. Melancholies dislike people who oppose them.
36. Generally, melancholies are suspicious of people.

37. Melancholies are very skeptical of compliments.
38. Melancholies tend to be unforgiving.
39. Melancholies tend to be antagonistic and vengeful.
40. The following words best summarize the melancholy personality: perfectionist; organized; depressed; scheduled; unforgiving; a planner.

D. Finally, we will examine the **phlegmatic**.

1. Phlegmatics have a very low-key personality.
2. Phlegmatics are easy-going, relaxed, calm, cool, collected, patient, and well-balanced.
3. Phlegmatics live a consistent, even-keel life.
4. Phlegmatics are quiet but witty.
5. Phlegmatics are sympathetic and kind, but usually they keep their emotions hidden.
6. Phlegmatics are happily reconciled to life.
7. Phlegmatics are basic, all-purpose people.
8. Phlegmatics are competent and steady.
9. Phlegmatics are peaceful and agreeable.
10. Phlegmatics are not easily excited.
11. Phlegmatics tend to mediate problem situations. They are cautious to avoid conflict.
12. Phlegmatics are usually good under pressure.
13. Phlegmatics always look for the easy way, whether at work or play.
14. Phlegmatics do not threaten other personalities.
15. Phlegmatics are usually pleasant, enjoyable, and inoffensive.

16. Phlegmatics are excellent listeners.
17. Phlegmatics enjoy watching people.
18. Phlegmatics are known for their dry sense of humor.
19. Phlegmatics display compassion and concern; consequently, they have many friends.
20. Phlegmatics are unenthusiastic, fearful, worried, and indecisive. Phlegmatics seemingly take “forever” to make a decision.
21. Generally, phlegmatics avoid responsibility.
22. Phlegmatics have a quiet will that can be extremely strong; this trait can be seen when they are pushed too far.
23. Phlegmatics can be selfish and self-righteous.
24. Generally, phlegmatics are shy and compromising.
25. Phlegmatics are people-oriented, not goal-oriented; consequently, they often struggle trying to reach goals.
26. Phlegmatics lack self-motivation; they are usually hard to get moving.
27. Phlegmatics have a tendency to be lazy and careless, and they strongly resent being pushed.
28. Phlegmatics have the ability to discourage others. They would rather watch than participate.
29. Phlegmatics tend to dampen enthusiasm.
30. Phlegmatics prefer to stay uninvolved—it prevents stress and conserves energy.
31. Phlegmatics are often indifferent to plans.
32. Phlegmatics tend to judge or evaluate others. They can be very sarcastic.
33. Phlegmatics resist change. The phlegmatic sees change as unnecessary effort.

34. The phlegmatic personality pursues peace, and if necessary, he/she will compromise what is right for the sake of peace.

Note: We have given you a thorough look at each personality type. Remember! Not all of these traits fit everyone with that particular personality. Now we will summarize each of these personality categories.

V. PERSONALITY PROFILE SUMMARY

- A. **Sanguines** are popular, playful, talkative, dramatic, animated, emotional, child-like, gullible, happy, and full of energy; they are extroverts who tend to exaggerate and dwell on trivia.
- B. **Cholerics** are powerful, domineering, compulsive, strong-willed, independent, competitive, bossy, impatient, and quick to act; they excel in emergencies and must be in control.
- C. **Melancholies** are analytical, deep and thoughtful, serious and purposeful, self-sacrificing, schedule-oriented, detail-conscious, unforgiving, vengeful, and easily depressed; they are perfectionists.
- D. **Phlegmatics** are peaceful, easy-going, consistent, quiet, sympathetic, compassionate, unenthusiastic, and uninvolved; they are all-purpose people, mediators, and good listeners. Phlegmatics resist change, lack motivation, and have a quiet but strong will.
- E. Each of these four personality categories can be compared to the ocean.
 - 1. Sanguines are like waves; they crest and crash. They are either high or low, but they recover quickly from lows.
 - 2. Melancholies are like the tide; they systematically move in and out. Depressed melancholies recover slowly.
 - 3. Cholerics are like the tempest; they force and control.
 - 4. Phlegmatics are like calm seas; they invite others to take advantage of them.
 - 5. Remember! Each individual will most likely identify with two of these personality categories.

Note: By developing a good understanding of each of these personalities, we can enhance our relationships with one another.

VI. NATURAL PERSONALITY COMBINATIONS

- A. The sanguine/choleric or choleric/sanguine personality combination is a normal and common personality mix.
- B. Also the sanguine/phlegmatic or phlegmatic/sanguine personality combination is a normal mix.
- C. The melancholy/phlegmatic or phlegmatic/melancholy personality is a normal and common personality mix.
- D. Also the melancholy/choleric or choleric/melancholy personality combination is a normal mix.
- E. These combinations may vary in different individuals. Some may be equally divided in personality categories, while others may be much more dominant in one of their personality categories.

VII. UNNATURAL PERSONALITY COMBINATIONS

- A. The sanguine and melancholy personalities are opposite personalities.
 - 1. It is unnatural for an individual to possess primary and secondary characteristics in these conflicting personality categories; however, traits can be learned.
 - 2. One who scores high in both of these personality categories has probably succumbed to imposed personality traits.
- B. The choleric and phlegmatic personalities are also opposite personality categories.
 - 1. It is unnatural for an individual to possess primary and secondary characteristics in these conflicting personality categories; however, traits can be learned.
 - 2. One's environment and the strong personalities in that environment can cause an individual to alter his/her personality for self-preservation or peace.

- C. One who scores high in unnatural personality combinations is probably a victim of suppression or demand. The unnatural personality mix is the result of adaptation.

VIII. PERSONALITY SIMILARITIES

- A. The sanguine and choleric personalities are spontaneous, extroverted, quick-tempered, and they sometimes turn people off.
- B. The melancholy and choleric personalities want things done a certain way.
- C. The melancholy and phlegmatic personalities are somewhat withdrawn, and they are very deliberate when making a decision.
- D. The choleric and phlegmatic personalities have strong wills.
- E. Both sanguine and phlegmatic personalities are friendly.
- F. Both melancholy and phlegmatic personalities are introverts.
- G. The melancholy and phlegmatic personalities try to conduct themselves in an inoffensive way.
- H. Neither the phlegmatic nor the melancholy personality is optimistic.

IX. MISUNDERSTANDING INDIVIDUAL PERSONALITIES

- A. Not everyone functions with his/her natural personality; some mask as another personality.
- B. "Masking" is appearing to be something that you are not.
- C. People mask because of environmental or circumstantial pressures.
 - 1. The environment in which one lives may not be conducive to his natural personality; consequently, this individual may develop another personality for the sake of self-preservation or preservation of the home.

- a. A choleric child may grow up in a home dominated by a powerful choleric parent. The child who finds himself constantly submitting for self-preservation may grow up masking as a **miserable** phlegmatic.
 - b. Too often, parents suppress the natural personality of a child because they cannot relate to his/her behavior. A **strong** choleric father and a frustrated phlegmatic mother may attempt to control and calm a **strong** sanguine or choleric child.
 - c. Have you ever heard of “Ritalin?” Do you know what it does? The potential for abuse exists if the drug is used by those who do not understand the **strong** choleric and sanguine personalities.
2. “Escape and Rescue” can be another reason for masking an unnatural personality.
- a. Often in a marriage, the husband or wife may escape from his/her duties or obligations, leaving the mate with no alternative but to move in and rescue the family.
 - b. When “Escape and Rescue” takes place in a family, one or both parties may take on unnatural personalities. For instance, the no-conflict phlegmatic may mask as a controlling choleric.
 - c. Although “Escape and Rescue” may save the family, the “Escapee” and “Rescuer” will not be happy or content masking unnatural personalities.

X. OPPOSITE PERSONALITIES ATTRACT

- A. The popular, fun-loving, extroverted sanguine is attracted to the analytical, perfectionist, introverted melancholy.
- B. The powerful, domineering, quick-to-act choleric is attracted to the peaceful, compromising, slow-to-move phlegmatic.
- C. The contrasting melancholy personality is attracted to the sanguine, and the contrasting phlegmatic personality is attracted to the choleric.
- D. Why are the opposite personalities attracted to one another?

1. Opposite personalities have the potential to bring completion to a partnership, whether it be business or marital.
2. The happy-go-lucky sanguine is attracted to the stable melancholy.
3. The socially handicapped melancholy is attracted to the popular sanguine.
4. The control-seeking choleric is attracted to the compromising, no-conflict phlegmatic.
5. The unmotivated phlegmatic is attracted to the quick-to-act choleric.
6. The talker needs the thinker, and the thinker needs the talker.
7. The powerful needs the peaceful, and the peaceful needs the powerful.

E. Attractions are often potential problems.

1. Oddly enough, the “thing” that attracts a person often becomes a major problem in the relationship.
2. The talking, fun-loving, unorganized sanguine may become disenchanted with the thinking, serious, perfectionist melancholy.
3. The thinking melancholy may get annoyed with the non-thinking, but always talking, sanguine.
4. The motivated choleric may get agitated with the non-motivated phlegmatic.
5. The peaceful phlegmatic may get upset with the bossy choleric.
6. These problems can be resolved if each individual will diligently work to eliminate his/her personality weaknesses.

XI. CHOOSING THE BEST PARTNER

- A. The sanguine/melancholy is a healthy combination for partnership, but the secondary personality blend must also be considered.
- B. The choleric/phlegmatic is also a healthy combination for partnership, but the secondary personality blend can create conflict.
- C. Personality mixes greatly affect compatibility. Complete opposites are a problem waiting to happen.
 - 1. Partners with opposite primary personality categories seem to be the most compatible when they have secondary personality traits in common.
 - 2. An extrovert primary personality can be better understood and appreciated by a partner with extrovert secondary traits.
 - 3. An introvert primary personality can be better understood and appreciated by a partner with introvert secondary traits.
 - 4. An extrovert primary and secondary personality partnered with an introvert primary and secondary personality will have a difficult time understanding and cooperating with one another.
- D. Don't forget the variations in personality combinations! Two strong secondary personality blends can create conflict, even with the ideal personality combinations.
- E. Potential problem partners would be the sanguine united with a phlegmatic or the choleric united with a melancholy.
- F. The best advice we can give anyone is to seek God for the right partner, in both business and marital relationships.
 - 1. People and circumstances will deceive you; God will not.
 - 2. Even God-ordained partnerships have problems. Anytime two people work or live together, they will have differences of opinion.

XII. CULTURAL INFLUENCE

- A. One of the definitions of culture is: "Development of the intellect through training or education."
- B. From this definition, we realize that there are many cultural differences among people who grew up in the same community and went to the same school.
- C. One who grew up poor with uneducated parents will act differently from one who grew up wealthy in an educated family.
- D. A refined melancholy will act differently from an unrefined melancholy. Each one will try to conduct himself/herself properly, but his/her perception of proper is determined by the belief system that has been developed under the influence of his/her environment. Some fight with fists; some fight using lawyers.
- E. Even though the personality categories may seem to match for potential partners, major problems can occur because of different cultural backgrounds.
- F. Whether choosing a business or marital partner, one should consider cultural background; otherwise, major conflict (that could have been avoided) may occur.
- G. Cultural intermingling has potential problems that should be resolved before one enters an extended or permanent relationship.

XIII. PERSONALITY CONFUSION

- A. Identifying personality traits can be somewhat confusing; therefore, it is imperative that one not over or under analyze the evaluation statements.
- B. We tend to categorize personalities by generalization, which may be confusing to some. Before concluding our study, we will attempt to bring more clarity to some of these general statements that are often used when referring to certain personality categories.
- C. Generally, we identify the sanguine personality as the talker; however, all personality categories talk.

1. Sanguines talk to talk. They often process their thoughts vocally.
 2. Choleries talk to control.
 3. Melancholies talk to convey messages and correct.
 4. Phlegmatics talk to be friendly.
- D. Generally, we identify the choleric personality as the controller; however, any personality can control.
1. The choleric controls by force or power.
 2. The sanguine controls by charm.
 3. The melancholy controls by intimidation.
 4. The phlegmatic controls by manipulation.
- E. Generally, we identify the melancholy personality as the thinker; however, every personality thinks.
1. The melancholy thinks to analyze and process.
 2. The sanguine thinks when necessary.
 3. The choleric thinks for his/her advantage.
 4. The phlegmatic thinks for peace and ease.
- F. Generally, the phlegmatic personality is identified as the peaceful personality; however, any personality can desire or pursue peace.
1. The phlegmatic is peaceful to avoid conflict and discomfort.
 2. The sanguine is peaceful when receiving attention or having fun.
 3. The melancholy is peaceful when his/her circle of influence is operating properly and efficiently.
 4. The choleric is peaceful when things are going his/her way.

- G. Through wisdom and understanding, our personality blends can be realized and utilized for the benefit of all concerned.

XIII. SUMMARY

- A. If we do not accurately evaluate our personalities, we cannot properly improve our personalities. Masking an unnatural personality will hinder the personality development process.
- B. The purpose of this study is to better understand ourselves and others, and to improve our personality by developing our strengths and minimizing our weaknesses.
- C. Now that we have identified our personalities, we must develop the strengths and minimize the weaknesses.
- D. If you feel that you have united with the wrong personality combination in a partnership, adapt and make life more enjoyable for the two of you. Adaptation is not masking; it is wisdom.
- E. Believe it or not, we can adapt without compromising our masculinity or femininity.

XIV. CONCLUSION

- A. Each of us is born with a special uniqueness that is manifested in our personality and purpose. God designed us that way, right down to the smallest detail. No two individuals have the same set of fingerprints, and no two individuals have the same identical personality traits. (Psalm 139:13-17)
- B. We often miss the blessings God sends our way by misunderstanding or overlooking the strengths in others, while focusing on their weaknesses.
- C. Conversely, we tend to see only our strengths and often deny any weaknesses of our own.
- D. There is also another extreme in which one sees only his/her weaknesses, thereby limiting himself/herself to a fraction of his/her true potential. He/she believes that others received “all” the good qualities, the talents and abilities, and he/she was left with very little to offer.

- E. Not one of us has all strengths or all weaknesses. We are a singular combination of both.
 - 1. Where we are strong, God will use those attributes to enhance the lives of others.
 - 2. Where we are weak, God will show us ways to adjust and adapt to His standard, not being hindered or disabled by those shortcomings, but improving ourselves as we grow in Him.
- F. We are, as believers in Christ, members of His Body. We are vital to Him as well as to all other members of His Body.
 - 1. Where one member is weak, another has a compensating strength to bring wholeness and function to the Body.
 - 2. God has deliberately arranged us to need one another, as each part of the physical body needs the other parts.
- G. It has been our objective in these study sessions to give you a better understanding of the personality traits of others as well as to reveal the strengths and weaknesses of your own personality.
 - 1. We trust that you will develop the strengths and diminish the weaknesses of your personality.
 - 2. Above all, we desire that you come to the understanding that the uniqueness of your personality was designed by God for the benefit, not detriment, of yourself and others.
- H. Rome was not built in a day; neither will you change in a day, but you can begin in a day.
- I. Do not leave here with a determination to change others. Leave with a determination to change yourself.
- J. Not only do our personalities affect our ministries, but they also affect our homes, jobs, and social relationships.
- K. We are called to conform to the image of Jesus Christ. Let's begin today.
- L. The most critical problem with relationships is lack of fellowship with the Lord.

1. One who is unhappy inside is not likely to be pleasant and cooperative outside.
 2. When one's relationship to Jesus is correct, he/she can better relate to and tolerate imperfections in others.
- M. Good communication is vital to the health and harmony of all relationships.
- N. We encourage you to function with the unique personality that God designed and placed within you and, at the same time, allow others to function with the unique personality that God has placed within them.