

## SUMMARY OF PERSONALITY CHARACTERISTICS

The following chart summarizes the basic characteristics of each personality type.

<p><b>Popular Sanguine</b></p> <p>Basic Desire: Have fun</p> <p>Emotional Needs: Attention Affection Approval Acceptance</p> <p>Controls by: Charm</p>	<p><b>LEAD</b> Extroverted • Optimistic • Outspoken</p>	<p><b>Powerful Choleric</b></p> <p>Basic Desire: Have control</p> <p>Emotional Needs: Loyalty Sense of control Appreciation Credit for work</p> <p>Controls by: Threat of anger</p>
<p><b>PLAY</b> Witty • Easygoing • Not goal-oriented</p>		<p><b>WORK</b> Decisive • Organized • Goal-oriented</p>
<p><b>Peaceful Phlegmatic</b></p> <p>Basic Desire: Have peace</p> <p>Emotional Needs: Peace and quiet Feeling of worth Lack of stress Respect</p> <p>Controls by: Procrastination</p>	<p><b>ANALYZE</b> Introverted • Pessimistic • Soft-spoken</p>	<p><b>PERFECT MELANCHOLY</b></p> <p>Basic Desire: Have perfection</p> <p>Emotional Needs: Sensitivity Support Space Silence</p> <p>Controls by: Threat of moods</p>