

CHOLERIC: Uniquely Blended

CHOLERIC

All Choleric blends **SHARE** the following traits:

- Driven to win, work, and control
- Seek difficult assignments and personal challenges
- Use practical, direct, and persistent methods to get results or promote ideas
- Thrive on overcoming obstacles and accomplishing big things
- Money is viewed as power
- Spend big and spend often
- Confident that more money can be made
- Build relationships to benefit themselves professionally or personally
- Not the warm and friendly type (relationships are not strictly social)
- Strong sense of urgency to produce quick results
- Tend to work long hours and expect others to do the same
- Hate wasting time; typically eat while accomplishing another task
- Intolerant to weakness, status quo, sharing of feelings, and tedious work
- Visible emotions are in the form of annoyance, disappointment, frustration, and impatience
- High energy, active, and require little sleep
- Actively seek leadership positions to gain authority and power
- Confident in their abilities to make decisions and get results
- Will seek positions of authority to satisfy their egos
- Never have to guess what a Choleric is thinking or feeling: direct and confident with their words
- Fear others will realize (recognize) their fears
- Fear they will not be able to achieve results quickly

Choleric/Sanguine Blend

Primary Need: To get results Secondary Need: To be accepted socially

Some choleric/sanguine blends are more inspirational and charming than others

In addition to the shared Choleric traits, these traits are specific to the Choleric/Sanguine blend:

- ___ Expect the environment to adapt to their demands
- ___ Easy to be fired up but quick to calm down
- ___ Explosive: can be blunt and abrupt, alienating others in the process
- ___ Easily annoyed when others do not comply with instructions/directions
- ___ Not necessarily angry even though they can come across as furious
- ___ Impatient and will push others to produce desired results
- ___ Become bored easily if results are not produced quickly
- ___ Need daily challenges; Need others to listen and carry out their plans
- ___ Determined and will fight (sometimes forcefully) to accomplish their goals
- ___ Social involvement comes in the form of controlling people and events
- ___ Good social skills to effectively influence and motivate others to get results
- ___ Believe they are able to motivate others better than anyone else
- ___ Charming: Easily influence and inspire others to action; easily convince others to see their point of view
- ___ Use social contacts to promote themselves
- ___ Vulnerable to those who can help them get quicker results
- ___ Lack compassion and do not care if they push people too hard to get results
- ___ Need the freedom to control their schedules
- ___ Avoid gathering details/research as they rely on others to provide them with the information
- ___ Will seek positions of authority and influence to satisfy their egos
- ___ Fear losing influence and being taken advantage of
- ___ When under stress, they can be abrasive, impatient, intimidating, more demanding, emotionally aggressive
- ___ Release pressure or stress with sudden outbursts of anger or intense activity
- ___ Procrastinate when they can't see how the activity will reach their goal or a result
- ___ Tend to over promise and lack follow-through

Choleric/Phlegmatic Blend

Primary Need: To get results Secondary Need: To accommodate others

More independent and unyielding than the other choleric blends

In addition to the shared Choleric traits, these traits are specific to the Choleric/Phlegmatic blend:

- ___ Firm, stoic expression; rarely smile
- ___ Strong, stubborn will; can plow over others when pursuing a goal
- ___ Slowly build a few close relationships and will only help those they consider their friends
- ___ Confident but appear aloof
- ___ Relationships are hindered by their lack of empathy, compassion, and impersonal nature
- ___ Brief, direct, and blunt when answering questions (use sarcasm when annoyed)
- ___ Tend to be impatient when instructing others
- ___ Closed off, unfriendly, and neither talkative nor animated
- ___ Can be stubborn and resistant to change due to their focus on accomplishing a task
- ___ Unyielding determination to follow their routine and pursue results
- ___ Need to know the big picture and have a clear, concrete direction before they can function efficiently
- ___ Difficult time working with others due to being independent, blunt, and lacking in people skills
- ___ Their deep personal goals can interfere with the team/company's goals
- ___ Often resist being a team member unless the team agrees with their method of achieving the goal
- ___ When sitting down, they can get drowsy quickly and are able to fall asleep fast
- ___ Emotionally stable and consistent in everything they do; rarely give up on goals they set
- ___ Can handle more details (but not many) than the choleric/sanguine blend
- ___ Need: the freedom to work alone; activity with routine; and opportunity for advancement
- ___ Fear expressing emotion and too much social involvement
- ___ When under stress, they can be abrasive, sarcastic, and dictating
- ___ When stressed or under pressure, they will withdraw by isolating themselves with rest and/or sleep

Choleric/Melancholy Blend

Primary Need: To get results Secondary Need: To do things right
A result-oriented, detailed person who plans and pushes their way through life

In addition to the shared Choleric traits, these traits are specific to the Choleric/Melancholy blend:

- ___ Not interested in social involvement; driven by a strong will to achieve their detailed plan
- ___ Can be both domineering (blunt, forceful) and compassionate, showing great sensitivity at times
- ___ Like making decisions and delight in having problems to analyze and solve
- ___ Will ask direct and detailed questions but can be forceful and blunt
- ___ Prefer work over socializing
- ___ Children feel secure with the choleric/melancholy blend due to their confident and sensitive nature
- ___ Independent in their attempt to carry out their clear goals
- ___ Need to know exactly what is expected before they can function effeciently
- ___ Speak with authority and are very productive with their tasks
- ___ Insightful and creative when committed to accomplishing a goal
- ___ Do not like to repeat what they already said
- ___ Excellent at developing strategies to solve problems and achieve goals
- ___ Become bored and restless if not involved in a challenging task
- ___ Can be explosive when frustrated by a lack of results
- ___ Can become moody if they think too much about the wrong things
- ___ Need difficult assignments that require detailed planning
- ___ Need others to carry out their plans
- ___ Fear: being taken advantage of, losing control, and too much social involvement
- ___ When under stress, they can be abrasive, blunt, critical, and moody
- ___ Withdraw to think, review, and plan (so that they can solve a problem)
- ___ Procrastinate when they don't know the reason for why something should be done or how their effort will accomplish the goal
- ___ Their need to think and plan can interfere with their need for quick results