

MELANCHOLIES: Uniquely Blended

MELANCHOLY

All Melancholy blends SHARE the following traits:

- High standards can easily lead to unrealistic expectations
- Money is viewed as a safety net
- Cautious and careful about spending
- Not opposed to purchasing something of high quality or the latest gadget
- Guided by logic (not emotion) when saving or investing money
- Build relationships slowly and carefully; only have a few close friends; warm up quickly when feel accepted
- Very guarded about personal information until they are comfortable with the other person
- Analytical, logical, and factual in communication
- Have difficulty sleeping due to thinking and planning
- Skeptical; probe for the hidden meaning behind someone's words/actions
- Not social by nature, so will have to be pushed to be with other people (unless it is family/close friends)
- Good managers of time; conscientious about when and where they are suppose to be (on time)
- Accomplish more when left alone
- Tend to work late at night to feel safe and be free from interruptions
- Perfectionists; take an excessive amount of time with a decision in order to make the best and right one
- Collecting information, overthinking, and asking a multitude of questions can easily lead to analysis paralysis
- Visible emotions are in the form of annoyance, disappointment, frustration, and impatience
- Sensitive to what others' think
- Anxious about both the present and future
- View food as fuel, analyze what they are consuming, restrain when eating...usually stay relatively thin
- Lead with controlled emotions and strict guidelines; systematic
- Usually take a team approach to management; desire cooperation with teammates

- ___ Adhere to the established rules and regulations within their environment
- ___ A deviation from their plan, without a reason, will almost always be met with strong resistance
- ___ Need reassurance and feedback (from someone they trust) to reduce anxiety
- ___ Need reassurance and feedback while completing tasks to make sure they are proceeding correctly
- ___ Will second guess and triple check
- ___ Like to be in control due to designing a well-thought out plan
- ___ Tend to have a negative attitude toward something new until they have had time to think about it
- ___ Can be critical and demeaning in their evaluation of others and events; picky and moody
- ___ Precise thinkers
- ___ Strong sense of justice (except for melancholy/sanguine blend): strive to "right the wrong"

Functions bests:

- ___ in a structured environment with clear, concrete rules and procedures to follow
- ___ when working on a task that requires details and analysis
- ___ when given plenty of time to collect all the information
- ___ when left alone to think, analyze, organize, and develop a plan

Fear:

- ___ taking risks
- ___ not having a detailed plan to follow
- ___ making wrong decisions
- ___ losing emotional control
- ___ being viewed as incompetent
- ___ being disorganized
- ___ not having privacy
- ___ conflict arising
- ___ too much social involvement (other than family/close friends)

When under pressure:

- ___ become negative, suspicious, or have outbursts of anger
- ___ withdraw to think, review, and plan

- ___ When frustrated, they often want to quit a project
- ___ Become stressed when pressured to meet a deadline
- ___ Procrastinate when they are not sure of the right or best thing to do

MELANCHOLY BLENDS: Need a reason why something should be done: paralyzed until the task becomes logical

Melancholy/Choleric Blend

Primary Need: To do things right

Secondary Need: To get results

A detail-oriented person who pushes to get results

Influence their environment by striving to do things right while overcoming opposition to get results

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

- ___ Systematic; follow self-imposed, strict procedures
- ___ Firm, serious expression and rarely smile
- ___ Can be forceful, pushy, and blunt; can be abrasive and offensive when communicating
- ___ Have high standards for themselves and others; strong drive to teach others what they know
- ___ Resist change until reasons are explained, defended, and accepted
- ___ Naturally analytical and result-oriented; creative problem solvers with high standards
- ___ Strong sense of justice (right versus wrong)
- ___ Relationships and careers: hindered by their unrealistic expectations, high standards, & critical attitude

Melancholy/Phlegmatic/Choleric

Primary Need: To do things right Secondary Need: To accommodate other: Third Need: To get results

*A very detail-oriented person who tries to accommodate while pushing for results and perfection
This blend is often in conflict with oneself causing anxiety and stress; classic perfectionist*

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

- ___ Very attentive to details, push to have things done correctly according to their high, sometimes unrealistic standards
- ___ Have feelings of guilt and tend to be apologetic about the things that are not their fault
- ___ Being deep in thought may make them appear aloof or detached
- ___ Normally diplomatic but may become blunt and condescending if their standards have been violated
- ___ May have difficulty going to sleep because they are analyzing what happened yesterday, today, or what might happen tomorrow or in the near future
- ___ Like to follow a predetermined procedure so they will not make a mistake
- ___ Will fight for a cause
- ___ Relationships and careers can be hindered by their high standards, unrealistic expectations; inflexible and resist to change until they've had time to think about it (several times over); can moody, indecisive, and critical of others
- ___ Frustration occurs when their need to think and plan conflicts with their need to accommodate others conflicts with their need to produce results
- ___ Their rehearsed negative talk keeps them from enjoying the moment
- ___ Worry about their previous actions
- ___ Seem to be never satisfied with who they are or where they are in life
- ___ Resist change until reasons are explained, defended, and accepted
- ___ Strive for perfection, raising the bar so that it is never reachable
- ___ If their needs are not met, they will experience a high level of anxiety
- ___ In addition to all the shared melancholy fears, this blend also fears not having enough information

Melancholy/Phlegmatic Blend

Primary Need: To do things right

Secondary Need: To be accommodating

A detail-oriented person who is accommodating and will cautiously plan their way through life

Most consistent of all the melancholy blends

More conscientious and private than the other melancholy blends and not as perfectionistic

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

- Prefer being alone most of the time; typically do not stay long at social events
- Tend to operate from a list whether it be written down or in their head
- Pleasant and accommodating, seek a structured environment requiring attention to detail
- Have a self-sacrificing, self-critical nature; struggle with guilt feelings about things that are not their fault
- Find it difficult to put pressure on others
- Withdraw from aggressive people but will become aggressive themselves to restore harmony
- Good at anticipating problems and figuring out solutions but not good at taking action
- Resist change until reasons are explained, defended, and accepted
- Quietly creative and good at solving technical problems
- Enjoy the carefree and fun nature of others
- Will be a cooperative and helpful team member if they respect those with whom they associate
- Relationships and careers are hindered by their negative self-talk, critical attitude, and being too sensitive
- Often fail to take action on their detailed plan because never sure if they have all the necessary information
- Unrealistic expectations for themselves and others
- Often bring misery upon themselves: too picky; have a negative view of people, events, and life in general
- In addition to all the shared Melancholy fears, this blend also fears criticism of their work
- Under pressure, they release frustration by withdrawing in order to worry and develop a plan
- During a great amount of stress, more time alone is needed to process through the issue; excessive worry will lead to lack of sleep and sometimes remorse, guilt, and being apologetic

Melancholy/Sanguine Blend

Primary Need: To do things right

Secondary Need: To be accepted socially

A detail-oriented person who enjoys some social activity

Most friendly of all the melancholy blends

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

- Need to be alone most of the time but also need to be with people some of the time
- When alone, they will likely review the day and plan for tomorrow
- Versatile and productive; works well with most everyone; gentle and diplomatic
- Like to have fun and laugh when they feel comfortable and accepted; have a natural smile, can be talkative
- Have high personal ambitions but often fail to achieve their dreams because of their fear of failure
- Tend to be well-balanced thinkers
- Attentive to detail, openly friendly at times, and do things correctly according to their standards
- Desire quality and like status
- Need some mobility rather than sitting for long periods of time
- Very sensitive to criticism and can react with strong emotion
- Can have difficulty going to sleep due to excessive worry
- Like to ease into their day versus rushing into an activity
- Prefer to wait a while after waking up to have a conversation
- Struggle with feelings of guilt even when it is not their fault; tend to be apologetic
- Most of their social activity is with family and friends rather than with new people
- Good at solving people problems
- Creative; can make an impressive detailed presentation to a group; make excellent teachers
- Relationships and careers: hindered by indecisiveness, sensitivity, unrealistic expectations, high standards
- Can be moody, inflexible, critical of others, and sometimes talk too much
- Withdraw under pressure and will avoid confronting others
- Need some flexibility in their schedule
- In addition to all the shared Melancholy fears, this blend also fears losing social acceptance
- Under pressure, they will talk excessively with intense emotion
- Become frustrated when their need to be with people conflicts with their need to be alone to think