Extroverts

Choleric (Lion)
Description/Driver

Dominant
Determined
Courageous
Diligent
Competent
Driver

Strengths

Gets things done
Makes decisions easily
Sets goals and does them
Practical
Able to lead

Weaknesses

Demanding/pushy/dicatorial
Gets angry at 'slow' or incompetent people
Proud
Impatient
Would rather 'DO' something than 'BE' nice
Can be cruel and sarcastic
Controlling attempts to control with anger

NEEDS: to control the situation; a challenge
FEARS: being taken advantage of

Sanguine (Otter)
Description/Expressive

Optimistic
Fun
Talkative
Lively
Emotional
Compassionate

Strengths

Inspires others
Enjoys themselves
Very outgoing and friendly
Loves people/wants to be with them
Impulsive (doesn't need a plan to have fun!)

Weaknesses

Great starters; lousy finishers
Emotionally up and down
Exaggerates often
Impulsive (has to live life to understand it)
Egotistical
Easily bored and thus restless
Attempts to control with charm

NEEDS: approval of others; lots of activity
FEARS: loss of social approval

Introverts

Melancholy (Beaver)
Description/Analytic

Think/Analyzer
Logical
Loyal
Perfectionist

Strengths

Carefully thinks things over
Self-sacrificing
Teachable (asks a lot of questions)
Gets the job done
Emotionally intense
Keeps their word

Weaknesses

Inflexible   Moody
Sensitive   Negative
Critical   Revengeful
Fearful   Suspicious of others
Doesn't apologize well
Attempts to control with moods

NEEDS: justice; everything done 'right'
FEARS: doing or being 'wrong'

Phlegmatic (Golden Retriever)
Description/Amiable

Steady and stable
Submissive
Shy
Trustworthy
Loyal

Strengths

Very, very nice
Calm, easygoing, relaxed
Good listeners
Supportive friends
Usually very funny/'dry' sense of humor
Tend to be 'yes' people (peacemakers)

Weaknesses

Stubborn - attempts to control with
     procrastination
Not much of a talker
Finds it difficult to make a decision
Can be lazy
Tend to be 'yes' people (will allow a 'wrong'
     rather than 'rock the boat')

NEEDS: appreciation and security/support
FEARS: change; especially quick change

Task Oriented

People Oriented