

POPULAR SANGUINE

Basic Desire: Have Fun

Emotional Needs:

- Attention
- Affection
- Approval
- Acceptance

Controls: with Charm

LEAD

Extroverted -Optimistic—Outspoken

Powerful Choleric

Basic Desire: Have Control

Emotional Needs:

- Loyalty
- Sense of control
- Appreciation
- Credit for work

Controls: with Threats of Anger

PLAY

Witty-Easygoing-Not Goal-Oriented



WORK

Decisive-Organized-Goal-Oriented

Peaceful Phlegmatic

Basic Desire: Have Peace

Emotional Needs:

- Peace and quiet
- Feeling of worth
- Lack of stress
- Respect

Controls: by Procrastination

ANALYZE

Introverted-Pessimistic-Soft-Spoken

PERFECT MELANCHOLY

Basic Desire: Have Perfection

Emotional Needs:

- Sensitivity
- Support
- Space
- Silence

Controls: with Threats of Moods