

The 4 Basic Personality Types, originally describes by Hippocrates (370BC) were greatly detailed and made popular by Florence Littauer in the 80's

Florence Littauer describes the four types as follows:

Popular Promoter (Sanguine)

Loud and lots of fun. The life of the party, attention seeking with an appealing personality. Love to tell stories, make friends easily but are never deeply involved in anything.

Perfect Analyst (Melancholy)

Deep and meaningful, attention to detail. Talented with a streak of Genius. Very serious, see the negative, talented and creative. Perfectionists.

Powerful Controller (Choleric)

Born Leader, take charge of situations and others. Strong willed and decisive, well organised. Delegate work and thrive on opposition. Have little need for friends. Are usually right and excel in emergencies.

Peaceful Supporter (Phlegmatic)

Easiest of all Temperaments to get along with. Low key personality flexible, pleasant and inoffensive. Very easy going, calm, cool and collected. Patient and well balanced people. Great Mediators and has many friends.

Popular Promoter Personality Strengths

Emotions

Appealing personality
Talkative, storyteller
Life of the Party
Good sense of humour
Memory for Colour
Physically holds on to listener
Emotional and demonstrative
Enthusiastic and expressive
Cheerful and bubbling over
Curious
Good on stage
Wide eyed and innocent
Live in the present
Changeable disposition
Sincere at Heart
Always a child

Popular Promoter as a Parent

Makes home fun
Is liked by children's friends
Turns disaster into humour
Is the circus master

Popular Promoter at Work

Volunteers for jobs
Thinks up new activities
Looks great on the surface
Creative and colourful
Has energy and enthusiasm
Starts in a flashy way
Inspires others to join
Charms others to work

Popular Promoter as a Friend

Makes friends easily
Loves people
Thrives on compliments
Seems exciting
Envied by others
Doesn't hold a grudge
Apologizes quickly
Prevents dull moments
Likes spontaneous activities

Popular Promoters are best:

- In dealing with people enthusiastically
- In expressing thoughts with excitement
- In up front positions of attention

Popular Promoter Personality

No follow-through
No fault people
Talk too much
Bore people with too long tails
Overdress descriptions and explanations
Exaggerate
Self centred
Do not listen
Do not pay attention to details
Do not pay attention to names
Fickle and forgetful as friends
Interrupt others
Disorganised
Immature
Difficulty in accomplishing tasks
Talk without thinking first
Like variety and flexibility
Accept more than they can handle
Bad memory
Constantly want praise
Make fun of embarrassing moments

However, in all they do they mean well

Popular Promoter Personality Opportunities

To create a lift of Joy in times of trouble
The touch of innocence in a jaded era
The word of with when other's are weighted down
The lift of humour when others are heavyhearted
A ray of hope to blow away black clouds
Enthusiasm and Energy to start over and over again
The creativity and Charm to colour a drab day
The Simplicity of a child in complex situations

Perfect Analyst Personality Strengths

Emotions

Deep and thoughtful
Analytical
Serious and purposeful
Genius prone
Talented and creative
Artistic or musical
Philosophical and poetic
Appreciative of beauty
Sensitive to others
Self sacrificing
Conscientious
Idealistic

Perfect Analyst as a Parent

Sets high standards
Wants everything done right
Keeps home in good order
Picks up after children
Sacrifices own will for others
Encourages scholarship and talent

Perfect Analyst at Work

Schedule oriented
Perfectionist, high standards
Detail conscious
Persistent and thorough
Orderly and organised
Neat and tidy
Economical
Sees the problems
Finds creative solutions
Needs to finish what is started
Likes charts, graphs, figures, lists

Perfect Analyst as a Friend

Makes friends cautiously
Content to stay in background
Avoids causing attention
Faithful and devoted
Will listen to complaints
Can solve others' problems
Deep concern for other people
Moved to tears with compassion
Seeks ideal mate

Perfect Analysts are best:

- In attending to details and in deep thinking
- In keeping records, charts and graphs
- In analysing problems too difficult for others

Perfect Analyst Personality Challenges

Overly Sensitive, Quiet Disposition
See the end results first
Get hurt easily
Perfectionists
Procrastinate, waiting for the perfect timing
Too much Planning
Unrealistic Demands on Standards

Unique Being, so complex not even known to him/herself

Perfect Analyst Personality Opportunities

Depth to see into the Heart and Soul of Life
Artistic Nature to Appreciate the Beauty of the World
Talent to create a Masterpiece where nothing existed before
The Ability to analyse and arrive at the Proper Solution
Eye for detail while others do shoddy work
The aim to finish what they start
The pledge, "If it's worth doing, it's worth doing right"
The desire to "do all things decently and in order"

Powerful Controller Personality Strengths

Emotions

Born Leader
Dynamic and Active
Compulsive need for Change
Must correct wrongs
Strong willed and Decisive
Unemotional
Not easily discouraged
Independent and self sufficient
Exudes Confidence
Can run anything

Powerful Controller as a Parent

Exerts sound Leadership
Establishes Goals
Motivates family to Action
Knows the right answer
Organizes household

Powerful Controller at Work

Goal oriented
Sees whole picture
Organizes well
Seeks practical solutions
Moves quickly to Action
Delegates Work
Insists on Production
Makes the Gola
Stimulates Activity
Thrives on Opposition

Powerful Controller as a Friend

Has little need for Friends
Will work for Group Activity
Will Lead and Organise
Is usually right
Excels in Emergencies

Powerful Controller Personality Challenges

Compulsive Workers
Never admit Fault
Need to be in Control
Intolerant of other's faults
Don't know how to handle People
Constantly give Advice
Come on Strong
Argumentative and ready to Cause Trouble
Insistent, Inflexible

**Powerful Controllers are right but unpopular.
Let someone else be right.**

Powerful Controller Personality Opportunities

Firm Control when others are losing theirs
The cut of decision for foggy minds
The grip of Leadership to head us to the good
A willingness to take a chance in a doubtful situation
Confidence to hold true in the face of ridicule
Independence to stand alone and be counted
A road map to life when other's go astray
An urge to "take arms against a sea of troubles and by opposing end them"

Powerful Controllers are best:

- In jobs that require quick decisions
- In spots that need instant action and accomplishments
- In areas that demand strong control and authority

Peaceful Supporter Personality Strengths

Emotions

Low-key personality
Easygoing and relaxed
Calm, cool and collected
Patient, well balanced
Consistent life
Quiet but witty
Sympathetic and kind
Keeps emotions hidden
Happily reconciled to life
All-purpose person

Peaceful Supporter as a Parent

Makes a good Parent
Takes time for the Children
Is not in a hurry
Can take the good with the bad
Doesn't get upset easily

Peaceful Supporter at Work

Competent and steady
Peaceful and agreeable
Has administrative ability
Mediates Problems
Avoids conflicts
Good under pressure
Finds the easy way

Peaceful Supporter as a Friend

Easy to get along with
Pleasant and enjoyable
Inoffensive
Good listener
Dry sense of humour
Enjoys watching People
Has many friends
Has compassion and concern

Peaceful Supporter Personality Challenges

Don't get Enthused easily
Resist Change
Appear Lazy
Like to put things off
Are not motivated
Quiet will of iron
Don't show Emotion
Like to sit on the Fence
Not Goal oriented

Unexpected, dry humour which can pull others out of a serious mood

Peaceful Supporter Personality Opportunities

Stability to stay straight on course
Patience to put up with Provokers
Ability to listen while others have their say
The gift of Mediation, uniting opposite forces
Purpose of Peace at almost any Price
Compassion to comfort those hurting
Determination to keep your head while all around are losing theirs
The will to live in such a way that even your enemies can't find anything bad to say about you

Peaceful Supporters are best:

- In positions of mediation and unity
- In storms that need a calming hand
- In routines that might seem dull to others