

**TO TAKE THE TEST** Listed below, you will see that there are 20 rows of 4 selections for "personality strengths" and "personality weaknesses". In each row you must select the one characteristic that describes YOU the best. Be as honest as you can. If you believe that none of the 4 selections describes you, pick the characteristic that comes closest to describing you. Don't leave out any item for any group of 4! When you are finished with the 40 selections (20 strengths and 20 weaknesses), go over your results on the result page listed below. Remember that no answer is better or worse than any other and no personality type is better or worse than any other personality type. This will simply define your personality tendencies. Most people's profile will contain a combination of the personality types. Have fun with the results!

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Now let's get down to the basics. The book describes four different personality types. According to the author, everyone is a combination of the four, but there are usually one or two dominant types that define how each one of us behaves.

The Four Personality Types in the book are:

**Choleric:** This is the dominant, strong, decisive, stubborn and even arrogant type of person. They tend to be good leaders because they are driven to get things done, however they might offend some people along the way. Choleric are also known as the "POWEFUL" type. Some famous examples are [Oprah Winfrey](#), Dr. Phil, Phil Donahue, Donald Trump, [Bill Gates](#) and Bill O'Reilly.

**Melancholy:** This is the mental-type. Their typical behaviour involves thinking, assessing, making lists, evaluating the positives and negatives, and general analysis of facts. They love maps, charts and graphs. They are usually the most intelligent of the four types, however they tend to dwell on details. A Melancholy is a planner, making sure things happen, although sometimes they can paralyze themselves with over-analysis. Lists and "doing things the right way" are characteristics of this personality type. Melancholies are also known as the "Perfect" type. Some famous examples are Hillary Clinton, Ernest Hemingway, Vincent Van Gogh and [Beethoven](#).

**Sanguine:** This is the social-type. They enjoy fun, socializing, chatting, telling stories - and are fond of promising the world, because that's the friendly thing to do. A Sanguine gets on well with people and can get others excited about issues, but cannot always be relied upon to get things done. They love interacting with others and play the role of the entertainer or center of attention in group interactions. They have a tendency to over-promise and under-deliver. Sanguines are also known as the "Popular" type. Some famous examples are Bill Clinton, Robin Williams, [Kelly Ripa](#) and Richard Simmons.

**Phlegmatic:** This is the flat-type. They are easy going, laid back, nonchalant, unexcitable and relaxed. Desiring a quiet and peaceful environment above all else. They tend not to actively upset people, but their indifference may frustrate people. They try not to make decisions, and generally go for the status quo. They are good as mediators because they don't usually have many enemies.

They also have a "dry" and quick sense of humor. Phlegmatics are also known as the "Peaceful" type. Some famous examples are Calvin Coolidge, Tim Duncan, Sandy Koufax, and [Keanu Reeves](#).

None of these types is specifically described as being positive or negative. They each have upsides and downsides. The book makes it clear that the characteristics are for observing and identifying, rather than judging.

To summarize:

a Choleric likes it "my way", a Melancholy likes it "the right way", a Sanguine likes it "the fun way", and a Phlegmatic likes it "any way".

Ever since reading "Personality Plus" 15 years ago, I have found that it has helped me understand relationships of people that are close to me as well as friendships, both short and long term. I highly recommend the book as an aide in making these relationships more meaningful and understandable to you. The "Personality Plus" test is one of many *Free Personality Tests* that are available to the public.

## **P E R S O N A L I T Y.....P L U S.....T E S T.... (PART 1)**

### **-----S T R E N G T H S-----**

Mark One word in each row that best describes you.

Total Each of the 4 Columns

- Animated.....  Adventurous.....  Analytical.....  Adaptable
- Playful.....  Persuasive.....  Persistent.....  Peaceful
- Sociable.....  Strong willed.....  Self-sacrificing..  Submissive
- Convincing.....  Competitive.....  Considerate....  Controlled
- Refreshing.....  Resourceful...  Respectful.....  Reserved
- Spirited.....  Self-reliant.....  Sensitive.....  Satisfied
- Promoter.....  Positive.....  Planner.....  Patient
- Optimistic.....  Outspoken.....  Scheduled.....  Shy
- Spontaneous..  Sure.....  Orderly.....  Obliging
- Funny.....  Forceful.....  Faithful.....  Friendly
- Delightful.....  Daring.....  Detailed.....  Diplomatic

Cheerful.....  Confident.....  Cultured.....  Consistent  
 Inspiring.....  Independent....  Idealist.....  Inoffensive  
 Demonstrative.  Decisive.....  Deep.....  Dry Humor  
 Mixes Easily.....  Mover.....  Musical.....  Mediator  
 Talker.....  Tenacious.....  Thoughtful.....  Tolerant  
 Lively.....  Leader.....  Loyal.....  Listener  
 Cute.....  Chief.....  Chart-maker.....  Contented  
 Popular.....  Productive.....  Perfectionist.....  Permissive  
 Bouncy.....  Bold.....  Behaved.....  Balanced

**PERSONALITY.....PLUS.....TEST.... (PART 2)**

**-----WEAKNESSES -----**

Mark One word in each row that best describes you.

Total Each of the 4 Columns

Brassy.....  Bossy.....  Bashful.....  Blank  
 Undisciplined..  Unsympathetic..  Unforgiving....  Unenthusiastic  
 Repetitious.....  Resistant.....  Resentful.....  Reticent  
 Forgetful.....  Frank.....  Fussy.....  Fearful  
 Interrupts.....  Impatient.....  Insecure.....  Indecisive  
 Unpredictable.  Unaffectionate.  Unpopular.....  Uninvolved  
 Haphazard.....  Headstrong.....  Hard to Please....  Hesitant  
 Permissive.....  Proud.....  Pessimistic.....  Plain  
 Angered Easily.  Argumentative.  Alienated.....  Aimless  
 Naive.....  Nervy.....  Negative Attitude.  Nonchalant  
 Wants Credit....  Workaholic.....  Withdrawn.....  Worrier  
 Talkative.....  Tactless.....  Too Sensitive.....  Timid  
 Disorganized.....  Domineering..  Depressed.....  Doubtful

Inconsistent.....	Intolerant.....	Introvert.....	Indifferent
Messy.....	Manipulative...	Moody.....	Mumbles
Show-Off.....	Stubborn.....	Skeptical.....	Slow
Loud.....	Lord Over Others.	Loner.....	Lazy
Scatterbrained....	Short-tempered....	Suspicious.....	Sluggish
Restless.....	Rash.....	Revengeful.....	Reluctant
Changeable.....	Crafty.....	Critical.....	Compromising

## PERSONALITY... PLUS ...TEST... RESULTS

Hopefully you have now completed the selection of 1 item from each of the 20 rows for "Strengths" and "Weaknesses" on the test. Here is how you grade yourself. Count the check marks for each of the 4 columns for both tests. Next, total them. You should have 4 numerical results, one for each column. The grand total should be 40 check marks, 20 for each of the 2 tests above.

Column 1 represents the Sanguine personality

Column 2 represents the Choleric personality

Column 3 represents the Melancholy personality

Column 4 represents the Phlegmatic personality

For example: you might have the following results:

Column 1 - 18

Column 2 - 12

Column 3 - 6

Column 4 - 4

This means that your tendencies lean towards a Sanguine, Choleric personality.

**REMEMBER - There is Not a Failing or Passing Grade. No Personality Type is Better or Worse than Another. This merely describes your personality tendencies.**

Here, are some more characteristics of the 4 types.

### SANGUINE

The Extrovert The Talker The Optimist

### SANGUINE STRENGTHS

#### THE SANGUINE EMOTIONS

Appealing personality Talkative, storyteller Life of the party Good sense of humor Memory of color Physically holds on to listener Emotional and demonstrative Enthusiastic and expressive Cheerful and bubbling over Curious Good on stage Wide-eyed and innocent Lives in the present Changeable disposition Sincere at heart Always a child

#### THE SANGUINE AT WORK

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

#### THE SANGUINE AS A PARENT

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

#### THE SANGUINE AS A FRIEND

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

### SANGUINE WEAKNESSES

#### THE SANGUINE EMOTIONS

Compulsive talker Exaggerates and elaborates Dwells on trivia Can't remember names Scares other off Too happy for some Has restless energy Egotistical Blusters and complains Naïve, gets taken in Has loud voice and laugh Controlled by circumstances Gets angry easily Seems phony to some Never grows up

#### THE SANGUINE AT WORK

Would rather talk Forgets obligations Doesn't follow through Confidence fades fast Undisciplined Priorities out of order Decides by feelings Easily distracted Wastes time talking

#### THE SANGUINE AS A PARENT

Keeps home in a frenzy Forgets children's appointments Disorganized Doesn't listen to the whole story

#### THE SANGUINE AS A FRIEND

Hates to be alone Needs to be center stage Wants to be popular Looks for credit Dominates conversations Interrupts and doesn't listen Answers for others Fickle and forgetful Makes excuses Repeats stories

## **CHOLERIC**

The Extrovert The Doer The Optimist

### CHOLERIC STRENGTHS

#### THE CHOLERIC'S 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

#### THE CHOLERIC AT WORK

Goal oriented Sees the whole picture Organizes well Seeks practical solutions Moves quickly to action Delegates work Insists on production Makes the goal Stimulates activity Thrives on opposition

#### THE CHOLERIC AS A PARENT

Exerts sound leadership Establishes goals Motivates family to action Knows the right answer Organizes household

#### THE CHOLERIC AS A FRIEND

Has little need for friends Will work for group activity Will lead and organize Is usually right Excels in emergencies

### CHOLERIC WEAKNESSES

#### THE CHOLERIC'S EMOTIONS

Bossy Impatient Quick-tempered Can't relax Too impetuous Enjoys controversy and arguments Won't give up when losing Comes on too strong Inflexible Is not complimentary Dislikes tears and emotions Is unsympathetic

#### THE CHOLERIC AT WORK

Little tolerance for mistakes Doesn't analyze details Bored by trivia May make rash decisions May be rude or tactless Manipulates people Demanding of others End justifies the means Work may become his god Demands loyalty in the ranks

#### THE CHOLERIC AS A PARENT

Tend to overdominate Too busy for family Gives answers too quickly Impatient with poor performance Won't let children relax May send them into depression

#### THE CHOLERIC AS A FRIEND

Tend to use people Dominates others Decides for others Knows everything Can do everything better Is too independent Possessive of friends and mate Can't say, "I'm sorry" May be right, but unpopular

#### **MELANCHOLY**

The Introvert The Thinker The Pessimist

#### MELANCHOLY STRENGTHS

##### THE MELANCHOLY'S 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

##### THE MELANCHOLY AT WORK

Schedule oriented Perfectionist, high standards Detail conscious Persistent and tough Orderly and organized Neat and tidy Economical Sees the problems Finds creative solutions Needs to finish what he starts Likes charts, graphs, figures, lists

##### THE MELANCHOLY 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

##### THE MELANCHOLY AS A FRIEND

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

#### MELANCHOLY WEAKNESSES

##### THE MELANCHOLY'S EMOTIONS

Remembers the negatives Moody and depressed Enjoys being hurt Has false humility Off in another world Low self-image Has selective hearing Self-centered Too introspective Guilt feelings Persecution complex Tends to hypochondria

##### THE MELANCHOLY AT WORK

Not people oriented Depressed over imperfections Chooses difficult work Hesitant to start programs  
Spends too much time planning Prefers analysis to work Self-deprecating Hard to please Standards  
often too high Deep need for approval

#### THE MELANCHOLY AS A PARENT

Puts goals beyond reach May discourage children May be too meticulous Becomes martyr Sulks  
over disagreements Puts guilt upon children.

#### THE MELANCHOLY AS A FRIEND

Lives through others Insecure socially Withdrawn and remote Critical of others Holds back affection  
Dislikes those in opposition Suspicious of people Antagonistic and vengeful Unforgiving Full of  
contradictions Skeptical of compliments

### **PHLEGMATIC**

The Introvert The Watcher The Pessimist

#### PHLEGMATIC STRENGTHS

##### THE PHLEGMATIC'S 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

##### THE PHLEGMATIC AT WORK

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

##### THE PHLEGMATIC 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

##### THE PHLEGMATIC AS A FRIEND

Easy to get along with Pleasant and enjoyable Inoffensive Good listener Dry sense of humor Enjoys  
watching people Has many friends Has compassion and concerns

#### PHLEGMATIC WEAKNESSES

##### THE PHLEGMATIC'S EMOTIONS

Unenthusiastic Fearful and worried Indecisive Avoids responsibility Quiet will of iron Selfish Too shy  
and reticent Too compromising Self-righteous

### THE PHLEGMATIC AT WORK

Not goal oriented Lacks self-motivation Hard to get moving Resents being pushed Lazy and careless  
Discourages other Would rather watch

### THE PHLEGMATIC AS A PARENT

Lax on discipline Doesn't organize home Takes life too easy

### THE PHLEGMATIC AS A FRIEND

Dampens enthusiasm Stays uninvolved Is not exciting Indifferent to plans Judges other Sarcastic  
and teasing Resists change