










Temperament Comparison Charts

Hazel Curtis <i>"Lessons of the Cards"</i>	 Diamonds	 Clubs	 Spades	 Hearts
Hippocrates	Sanguine	Choleric	Melancholy	Phlegmatic
Allenbaugh Interact Styles	Promoting	Driving	Analyzing	Supporting
Florence Littauer	Popular	Powerful	Perfect	Peaceful
Communication Styles	Expressive	Direct	Analytical	Diplomatic
I Love Lucy <i>H. Curtis</i>	Lively Lucy	Reigning Ricky	Fretful Fred	Easygoing Ethel
Management by Strengths	Green "E" Extrovert	Red "D" Direct	Yellow "S" Structure	Blue "P" Pace
Golay & other animal groups	Apes, Porpoise, Chimp, Alley cat, Butterfly	Bears, Falcon, Doberman, Skunk, Elephant	Owls, Pet rock, Siamese cats, Frogs	Dolphins, Teddy bears, Spaniels, Turtles
Smalley & Trent	Otters	Lions	Beavers	Golden Retrievers
Myers/Jung	Sensing Perceiving(SP)	Sensing Judging (SJ)	Intuitive Thought (NT)	Intuitive Feeling (NF)
Furukawa Blood types	Type B	Type A	Type 0	Type A-B
Leigh-Newcomb Business Style	Fast Track	People Catalyst	Hard Changer	Power Broker
Ronna Lichtenberg	PINK	BLUE	BLUE	PINK
American Indian	Fire	Earth	Air	Water
Merril –Reid	Expressive	Driving	Analytical	Amiable
Cars	VW	Corvette	Volvo	Van
CART	Cheerleaders	Doers	Righteous	Caregivers
Hindu	Pleasure	Duty	Success	Meaning
Hensley Seminar Attendees	Late Arrivers	Big Mouth	Would-Be Expert	Whisperer
Billie Frazier Givers	Impromptu Givers	Strings Attached	Record Keepers	Hesitant Givers
Merrill Douglass	Talkers	Achievers	Thinkers	Affiliators
Lawrence Crabb	Emotional	Volitional	Rational	Personal
Adizes	Entrepreneur	Producer	Administrator	Integrator
Change Styles Janet Lapp	The Entertainers	The Generals	The Analyzers	The Connectors

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Motto for Life:	If its worth doing it has to be fun	Do it my way --- NOW!	Do it perfectly or not at all	Lets watch, maybe it will go away
Appearance:	In fashion High style Vibrant colors Ruffles Animated Talkative & loud	Business fashion Fast moving Large movements Blunt statements Status symbols Sturdy & functional	Impeccable fashion Precise & Formal Somber Small, controlled movement Straight-laced	Casual fashion Soft & relaxed Comfortable Quiet & friendly Easy going Dry wit
Purse:	Large and roomy, gaping open, full of clutter	Leather or sturdy, pockets & zippers functional	Small, concise, well organized Match outfit/shoes	Prefer no purse, just wallet, keys, and credit card
Overall behavior:	Dramatic Creative Friendly Charismatic Charming Story-Telling	Confident Practical Change-oriented Impatient Assertive In charge	Accurate Prudent Reserved Vigilant Persistent Organized	Folksy Supportive Loyal Dependable Agreeable Empathetic
Self Describers:	Communicative Compassionate Feeling	Adventuresome Skillful Competitive	Predictable Fact finder Correct	Responsible Helpful Dependable
Strengths:	Persuasive Fun loving Optimistic Magnetic style Storyteller Shopping Life of party	Decisive Efficient Born leader Quick thinking Loves to work Good in emergency Big picture; bullets	Precise Organized Scrupulous Schedule oriented Knowledgeable Works well alone Loves charts	Likable Steadfast Patient Low-key Adaptable Cooperative Loyal
Needs to work on:	↑Patience ↑Practicability ↑Truth telling ↓Chattiness	↓ Intimidation, ↓Alienating others ↑Being nice to the "dummies"	↓Skepticism ↑Accepting gifts and compliments ↓Hurt feelings	↓Sentimentality ↓Indecisiveness ↑Enthusiasm ↓Stubbornness
Under stress most likely to:	Be too agreeable Sarcastic Talks more; faster "Airhead"	Attack Bully Dictate Dominate	Withdraw Obsess Get "even" later Retaliate	Take on more Be submissive Get confused & avoid

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How to work with:	Be friendly, fun, give creative jobs	Give freedom, be efficient	Be correct, logical; Tie new ideas to old	Be casual, listen sincere, slow
Motivators:	Freedom	Responsibility	Competence	Relationships
Motivated by:	Applause & public recognition Support their ideas Winning	"I'll bet you can't" Support their goals Recognition	Do it a better way Support their work Progress Cards of thanks	Sincerity, private thanks Support them Involvement
Desire:	To have an impact HAVE FUN	To serve HAVE CONTROL	To know more HAVE PERFECTION	To know and be known HAVE PEACE
Emotional Needs:	Attention Affection Approval Acceptance	Loyalty Sense of control Appreciation Credit for work	Sensitivity Support Space Silence	Peace & Quiet Feeling of worth Lack of stress Respect
Self Image:	Person of action	Doing a good job	Smart	Caring
Requires:	Fun & Adventure	Action & Excitement	Order & Understanding	Rest and some Quiet time
Greatest Fear:	Irrelevant; not being needed	Loss of control or freedom; no impact	Failing and looking stupid	Seen as not doing their duty
Is bugged by:	Being in a rut Boredom	Incompetence & Indecision	Uncertainty & Surprises	Unresponsiveness & Impatience
Craves:	Sensory stimulation	Recognition for hard work	Knowing the unknowable	Understanding and love
Makes Decisions	Intuition	Instinct	Data and Facts	Rules/Traditions
Controls by:	Charm	Threat of Anger	Threat of Moods	Procrastination
In Conflict Says:	Can't we just get along	Bring it on!	Avoid; somebody else can handle it	Let's not hurt anybody
On a difficult day or during lots of change, it may be useful to:	Use time better Watch the details Get organized Listen Focus Follow through Take a deep breath	Chill out a little Slow down Let others do their work Stop overpowering Go easy on you! Try to understand	Mellow out Stop worrying Take a risk Admit if you're wrong Soften the standard – just a bit	Set a goal & move Let go! Ask for what you need Stand up for yourself Say "NO"

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