

## Arno Profile System Temperament Analysis

### **Affection: Phlegmatic**

Affection is the need to establish and maintain a satisfactory relationship with others in regard to love and affection (deep one-on-one relationships, such as spouses, girlfriends or boyfriends, parents, children, trusted friends). Affection asks two questions:

1. How much love and affection do *I* express to others?
2. How much love and affection do I want expressed to *me*?

General description of people who are **Phlegmatic** in Affection:

1. Expresses and wants only a moderate amount of love and affection
2. Deep personal relationships are very few and far between
3. Hides personal feelings behind a "dry" (sometimes witty, often sarcastic) sense of humor
4. Tends to be an observer of deep relationships and uses "dry" humor to avoid becoming too involved -- this is a defense mechanism to protect his/her low energy level

Potential strengths which should be encouraged, used and developed:

1. Emotionally well-rounded -- can tolerate people who show him/her very little love and affection as well as people who show him/her a great deal of love and affection
2. Can "roll with the punches" -- can tolerate hostile and unaffectionate people very well

Potential weaknesses which should be considered and dealt with:

1. Is emotionally guarded, rarely showing or saying how he/she feels.
2. Uses a "dry" (sometimes witty, often sarcastic) sense of humor when interacting with deep relationships -- in order to protect his/her low energy reserve, will use dry humor to get other to back off or leave him/her alone -- this can be irritating to deep relationships.

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