

Arno Profile System Temperament Analysis

Affection: Phlegmatic Choleric

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 Choleric** in Affection:

1. Expresses and requires only a moderate amount of love and affection
2. On the surface, he/she responds to others and appears to be optimistic, personable and warm -- this is a *screening device* to choose the people with whom he/she wants to have a relationship
3. Places the burden of establishing the relationship on the other person

Potential strengths which should be encouraged, used and developed:

1. Is optimistic, personable and warm
2. Dry sense of humor which can be witty and delightful when used properly

Potential weaknesses which should be noted and dealt with:

1. Enters into deep relationships only with people whom he/she can dominate and who will give him love and affection according to his/her terms
2. Must be shown love and affection on his/her terms
3. If love and affection are not according to his/her terms, he/she will undertake *any* behavior necessary to bring the relationship back under his/her control
4. In some instances, will use his/her dry, "biting" sense of humor to hurt, dominate and irritate deep, personal relationships.

