

## Arno Profile System Temperament Analysis

### Control: Phlegmatic Choleric

Control is the need to establish and maintain a satisfactory relationship with people in respect to control and power. Control asks two questions:

1. How many people do I want to control?
2. How many people will I allow to control me?

General description of people who are Phlegmatic Choleric in Control:

1. Extremely independent and self-motivated.
2. Wants only a moderate amount of control over the lives and behaviors of others and will not tolerate any control from others..
3. Must be recognized for all achievements.

Potential strengths which should be encouraged, used and developed:

1. Good leadership qualities if this is within the limitations he/she has set for himself/herself.
2. When making decisions and taking on responsibilities, he/she is aware of his/her talents and limitations and knows how to pace himself/herself.
3. Has high aspiration for achievements - but is limited by low energy supply.

Potential weaknesses which should be noted and dealt with:

1. When others push him/her beyond what he/she believes he/she is capable of doing, he/she becomes angry and stubbornly refuses to

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