

## Arno Profile System Temperament Analysis

### Control: Phlegmatic Sanguine

**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 Sanguine** in Control:

1. Moderately dependent and moderately independent -- he/she swings like a pendulum between these two extremes depending on which one he/she is getting the most reward or recognition for
2. Because of a low level of energy, he/she will make only the required amount of decisions and take on only the required amount of responsibilities it takes to get him/her through the day

Potential strengths which should be encouraged, used and developed:

Capable of making decisions and taking on responsibilities, but must receive recognition when doing so

Potential weaknesses which should be considered and dealt with:

1. Will walk away from responsibilities to be narcissistic (self-centered) and self-indulgent -- however, this is not as evident as it is with a Sanguine in Control because the Phlegmatic blend tones him/her down
2. Self-indulgence may take the form of sexual sins, gambling, eating, drinking alcohol, using drugs, etc.
3. Because of a lack of energy and a high need for approval, he/she has a difficult time carrying responsibilities through to the end -- withholding approval causes him/her to get discouraged (he/she was too tired to do it anyhow) and gives him/her a perfect excuse to quit

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