

Arno Profile System Temperament Analysis

Temperament Profile

Control: Phlegmatic Supine

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 Supine** in Control:

1. Is a dependent person, although he/she appears to be independent.
2. Expresses very little control over the lives and behaviors of others and expects others to take care of him/her.
3. Expects others to read his/her mind and know what he/she wants.
4. Needs help making decisions and taking on responsibilities.
5. Prefers to share responsibilities and decisions rather than do it alone; expresses a desire to work "shoulder-to-shoulder" with someone.
6. Is motivated by both reward and punishment.

Phlegmatic Supine in Control: Potential strengths which should be encouraged, used and developed:

1. Phlegmatic Supines have the ability to become dedicated servants in personal relationships.
2. A Phlegmatic Supine tends to more direct than a Supine, so they are more likely to have their needs met.
3. They are not likely to assume too much responsibility. preferring to take things one step at a time

Potential weaknesses which should be noted and dealt with:

1. Stubbornly refuses to move or change when he/she is asked to carry more than what he believes is his/her fair share.
2. Extremely stubborn to change.
3. Uses a "wry" sense of humor in order to manipulate others into taking care of him/her.

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