

## Arno Profile System Temperament Analysis

### **Inclusion: Choleric**

**Inclusion** is the need to establish and maintain a satisfactory relationship with people in the area of surface relationships, association and socialization (parties, social gatherings, and people who come in and out of our lives every day). Inclusion asks two questions:

- How many people do *I* approach for socializing?
- How many people do I want to approach *me* for socializing?

General description of people who are **Choleric** in Inclusion:

- Extrovert of a highly selective nature
- Approaches many people for association and socialization but actually *wants* to associate with only a select few
- Uses ability to socialize as a screening device, selecting those individuals with whom he/she wishes to associate
- Chooses social events that meet her needs and desires
- The few people he/she chooses to associate with must meet a criteria that is in his/her mind
- Fast-paced -- prefers working at a furious pace
- Task-oriented -- relates better to tasks and systems than to people
- Tough-minded, strong-willed -- once his/her mind is made up, he/she has a hard time changing it
- Needs recognition for accomplishments

Potential strengths which should be encouraged, used and developed:

- Bright, open, friendly
- Optimistic, upbeat type of person -- has a "can do" attitude
- Completer -- will complete all the tasks he/she sets out to accomplish, regardless of the cost or consequences (which can have a negative effect as well as a positive one)

Potential weaknesses which should be considered and dealt with: ***(Reminder: Cholerics have a very hard time admitting they might be wrong, so it is difficult for them to consider their weaknesses.)***

- Gives false message in that he/she appears to like people and like to socialize when in reality he/she does not
- People-user -- uses people as tools to get what he/she wants -- capable of walking over the rights and feelings of others to accomplish this -- associates with people whom he/she can manipulate into meeting his/her personal desires and goals
- May express a cruel, abusive temper

Copyright 2009 Pastoral Counseling Center, Inc

<http://Pastoral-Counseling-Center.org>

<http://Temperaments.Info>