

## Arno Profile System Temperament Analysis

### **Inclusion: Compulsive Melancholy**

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 **Compulsive Melancholy** in Inclusion:

- Introvert -- very private and serious person who needs alone (quiet) time every day to think, dream and regenerate
- Very selective with whom he/she socializes -- approaches very few people for socialization and is happier when not approached, would usually rather stay home than socialize
- Task-oriented -- relates better to tasks, has little understanding of people
- Slow-paced, careful -- works at a steady, slow pace and loses momentum as the day progresses

Potential strengths which should be encouraged, used and developed:

- Task-oriented -- very good at detailed and/or precise tasks
- Self-motivated
- High intellectual energies -- a real "thinker" who thinks things out carefully and sees the potential pitfalls
- Ability to see pictures and images in his/her mind -- the *downside* is that this person may continually relive negative experiences from the past
- Good memory for detail
- Perfectionistic -- strives for perfection -- the *downside* is that this person tends to be very critical of himself/herself and others

Potential weaknesses which should be noted and dealt with: ***(Reminder: people who are Compulsive Melancholy tend to focus only on weaknesses because of their perfectionism -- don't forget your strengths, please!)***

- Compulsive fear of rejection because of low self-esteem -- searches the environment for messages that he/she is not acceptable, may see rejection from others when it is not there -- as a result, may be easily offended or insulted
- Very moody -- mood swings follow his/her thinking process: if he/she is thinking positive thoughts, mood swings up; if he/she is thinking negative thoughts, mood swings down
- Doesn't easily forget or let go of past failures, mistakes, hurts

- Strong-minded -- once his/her mind is made up, it is very hard to change it -- the *upside* is that this attitude can help him/her to "keep going when the going gets tough"

***Note: "Compulsive" means that this person tends to try to get this need met at any cost -- even when it is to his/her disadvantage to do so.***

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