

Arno Profile System Temperament Analysis

Inclusion: 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 **Melancholy** in Inclusion:

- Introvert, a very private and serious person (this is compounded if he/she is a first born)
- Needs alone, quiet time every day to think and regenerate
- In social situations he/she approaches very few people for association and socialization and is happier when not approached for socialization
- Is a homebody who would rather stay home than socialize
- Task-oriented -- relates better to tasks and systems than to people, approaches life as a step by step task to undertake, always with an end result in mind
- Slow-paced, works at a steady, slow pace and loses momentum as the day progresses

Potential strengths which should be encouraged, used and developed:

- Self-motivated and self-disciplined
- High intellectual energies, a thinker
- Strong attention to detail, meticulous
- Has ability to see pictures and images in his/her mind -- to visualize the whole, completed project or concept
- Can think ahead and anticipate possible problems and pitfalls
- Perfectionistic -- strives for perfection (can be a weakness also)

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

- May have strong fear of rejection because of low self-esteem -- may search the environment for messages that he/she is not acceptable -- is very easily offended or insulted
- May be very moody -- mood swings follow his/her thinking process: if thinking positively, mood swings up; if thinking negatively, mood swings down
- May brood on past failures, insults, mistakes -- his/hers/others'
- Perfectionistic -- expects perfection of himself/herself and others, very critical of self and others
- If rejected, insulted or offended by surface relationships, may get angry and seek vengeance

- May have severe fear of economic failure

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