

Arno Profile System Temperament Analysis

Inclusion: Melancholy Phlegmatic

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 Phlegmatic** in Inclusion:

- Introvert -- on the surface, he/she has a better ability to socialize than most introverts and needs more socialization than most introverts
- Does not initiate social interaction, but responds to a moderate degree when others initiate social interaction
- Surface relationships are few and far between
- Task-oriented -- relates better to tasks and systems and has little understanding of people
- Slow-paced -- prefers working at a slow, steady pace and loses momentum as the day progresses
- Needs alone time every day to think, dream and recharge his low energy reserves
- Strong-minded -- once his/her mind is made up, he/she has a hard time changing it
- Self-motivated -- will make changes or move from the present state only when his/her mind commands

Potential strengths which should be encouraged, used and developed:

- "Rolls with the punches" -- can deal with rejection and acceptance equally well
- Good mind for seeing both the end result and the pitfalls of a project which he/she has undertaken

Potential weaknesses which should be considered and dealt with:

- Has a low energy reserve and tires easily
- Low self-esteem -- constantly searches the environment to confirm this low self perception
- Possesses a "dry" (sarcastic) sense of humor that can be irritating to others
- Moody -- mood swings follow thinking process

Copyright 2009 Pastoral Counseling Center, Inc

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

<http://Temperaments.Info>