

Arno Profile System Temperament Analysis

Inclusion: Sanguine

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 **Sanguine** in Inclusion:

- Extrovert of a very high intensity -- very out going
- Enjoys socializing, shopping, going places and being with people
- Is very relationship-oriented and has little understanding of tasks or systems -- a real "people person"
- Suffers anxiety and/or irritability if forced to be away from people for long periods of time
- Is very fast-paced and seeks out stimulation, gets bored easily
- Is very talkative and usually in command of the conversation -- tells great stories or jokes, may be very inspiring
- Enjoys free interaction and will tell you as much about himself/herself as he/she wants to know about you
- Finds inactivity stressful, is highly responsive to the environment (a change of environment helps him/her to cope)

Potential strengths which should be encouraged, used and developed:

- Good communicator -- can be very inspiring
- Warm and friendly, personable, fun
- Optimistic, upbeat -- doesn't worry about the past or the future

Potential weaknesses which should be considered and dealt with: ***(Reminder: because Sanguines long for the approval of others, they have a hard time considering their weaknesses.)***

- Wants to be the center of attention and may dominate conversations
- Prone to exaggerate, has a short attention span

- Will walk away from decisions and responsibilities in order to go places and be with people
- Capable of taking on bad behavior in order to get attention (if attention is withheld by good behavior)
- Hot-tempered -- explodes and five minutes later forgets why

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