

Arno Profile System Temperament Analysis

Inclusion: Compulsive Supine

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 Supine** in Inclusion:

- Is an extrovert, although he/she appears to be an introvert
- Approaches very few people for association and needs others to initiate; is devastated when not included in social activities by others
- His/her "signals" (language and body language) cause people to think that he/she does not desire socialization or association
- Slow-paced -- works at a slow, steady pace and tends to lose momentum as the day progresses; requires a change of environment to regenerate lagging energy reserves
- Responds to both the threat of punishment and the promise of reward; will move from present state or make changes to gain recognition and approval or to avoid negative consequences
- Suffers from a great deal of anxiety if forced to be away from people often or for long periods of time
- Moody -- mood swings are responsive to the environment, in that a change of environment will change his/her mood

Potential strengths which should be encouraged, used and developed:

- High intellectual capacities -- a compulsive thinker
- Is relationship-oriented -- relates to people but can perform tasks very well as a means of establishing and maintaining relationships

Potential weaknesses which should be considered and dealt with: *(Note: Because Compulsive Supines are constantly searching the environment for signs of rejection, they may have a difficult time considering their weaknesses.)*

- Appears to be cold and withdrawn when in reality he/she is not -- it is simply a defense against the fear of rejection
- Has a compulsive need for recognition and is highly responsive to emotional rewards such as recognition and acceptance
- Becomes angry if not recognized for services rendered
- Highly responsive to emotional punishments such as guilt, rejection and loss of recognition
- Compulsive fear of rejection -- when rejected, anger is internalized, causing it to remain unresolved. This anger is referred to as "hurt feelings." He/she has a very low self-esteem and constantly searches the environment for messages to reaffirm that he/she is not a valuable person

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