



## INSIDE-OUT

We slip into manipulating so naturally, we may not even notice we're doing it. So let's review what it may sound or look like for each temperament in our everyday lives.

<b>SANGUINES</b> MANIPULATE WITH Charm & Flattery	<b>CHOLERICS</b> MANIPULATE WITH Tone & Volume	<b>PHLEGMATICS</b> MANIPULATE WITH Procrastination & Stubbornness	<b>MELANCHOLICS</b> MANIPULATE WITH Moods & Silence
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*Manipulate with... Which sounds or looks like...*

<b>SANGUINES</b>	Charm	Elaborating or exaggerating, being "over the top"	"You won't believe it... listen to this!"
	Flattery	Phony or excessive praise of others	
<b>CHOLERICS</b>	Tone	Harsh or biting comments	"I'll just do it myself."
	Volume	Angry outbursts, yelling	
<b>MELANCHOLICS</b>	Moods	Being judgmental, critical, or self-deprecating	"That will never work."
	Silence	Being disengaged, unwilling to talk to or hear from others	
<b>PHLEGMATICS</b>	Procrastination	Delaying or ignoring responsibilities	"Okay. I'll do it later."
	Stubbornness	Refusing to converse or compromise	

Do not let any unwholesome talk come out of your mouths, but only what is helpful for building others up according to their needs, that it may benefit those who listen. **Ephesians 4:29**



## STRENGTHS

## WEAKNESSES

### SANGUINES

1. Lives in the moment
2. Shows emotions openly
3. Inspiring
4. Great storyteller
5. Optimistic
6. Joyful
7. Curious
8. Cheerful
9. Sincere
10. Popular

1. Compulsive talker
2. Exaggerates and elaborates
3. Dwells on trivial things
4. Can't remember names
5. Scares others off
6. Too happy for some
7. Has restless energy
8. Egotistical
9. Blusters and complains
10. Naïve

### CHOLERIC

1. Dynamic leader
2. Delegates well
3. Ability to correct wrongs
4. Decisive
5. Calm in emergencies
6. Independent and self-sufficient
7. Energetic
8. Adventurous
9. Appears confident
10. Energized by challenges

1. Bossy
2. Impatient
3. Quick-tempered
4. Can't relax
5. Doesn't shy from controversy
6. Enjoys arguments
7. Won't give up when losing
8. Comes on too strong
9. Inflexible
10. Is not complimentary

### PHLEGMATICS

1. Kind, considerate
2. Balanced
3. Accommodating
4. Easygoing and relaxed
5. Consistent
6. Quiet but witty
7. Listens well
8. Diplomatic
9. Steady, even-tempered
10. Friendly

1. Unenthusiastic
2. Fearful
3. Worried
4. Indecisive
5. Avoids responsibility
6. Selfish
7. Too shy
8. Too compromising
9. Self-righteous
10. Lacks self-motivation

### MELANCHOLICS

1. Empathetic
2. Deep and thoughtful
3. Analytical
4. Serious and purposeful
5. Conscientious
6. Honest
7. Creative
8. Musical, artistic
9. Works well alone
10. Great listener

1. Remembers the negatives
2. Moody
3. Enjoys being hurt
4. Has false humility
5. Off in another world
6. Low self-image
7. Has selective hearing
8. Reserved
9. Too introspective
10. Feelings of guilt