

**Západočeská univerzita v Plzni**

**Fakulta filozofická**

**BAKALÁŘSKÁ PRÁCE**

Plzeň 2015

Ivana Košarová

**Západočeská univerzita v Plzni**

**Fakulta filozofická**

Katedra anglického jazyka a literatury

**Studijní program Filologie**

**Studijní obor Cizí jazyky pro komerční praxi**

**Kombinace angličtina - francouzština**

**Bakalářská práce**

**DIFFERENT PERSONALITY TYPES AMONGST  
PEOPLE: ANALYSIS OF CZECH AND FRENCH  
STUDENT PERSONALITY HIGHLIGHTING THE  
MAIN CHARACTERISTICS**

**Ivana Košařová**

*Vedoucí práce:*

Alok KUMAR, M.A.

Katedra anglického jazyka a literatury

Fakulta filozofická Západočeské univerzity v Plzni

Plzeň 2015

Prohlašuji, že jsem práci zpracovala samostatně a použila jen uvedených pramenů a literatury.

*Plzeň, duben 2015*

.....

### **Acknowledgement**

I am using this opportunity to express my gratitude to Mr Alok Kumar, M.A. who supported me throughout the course of my Bachelor Thesis. I am thankful for his guidance, invaluable constructive criticism and useful advice during the project work. I am sincerely grateful to him for sharing his truthful and illuminating views on a number of issues related to the project.

Further, I would also like to thank all the teachers from the University of West Bohemia in Pilsen for educating me during my studies.

## TABLE OF CONTENTS

<b>1</b>	<b>INTRODUCTION .....</b>	<b>1</b>
<b>2</b>	<b>THEORETICAL PART .....</b>	<b>3</b>
2.1	Personality .....	3
2.2	Basic typology of human temperaments.....	3
2.2.1	Hippocrates & Galen Typology.....	3
2.2.2	I.P.Pavlov's Typology.....	4
2.2.3	Jung Typology .....	4
2.2.4	Eysenck's Typology.....	4
2.3	Division of personality types amongst people .....	5
2.3.1	SANGUINE.....	5
2.3.2	MELANCHOLIC .....	8
2.3.3	CHOLERIC .....	10
2.3.4	PHLEGMATIC .....	13
<b>3</b>	<b>RESEARCH PART .....</b>	<b>17</b>
3.1	Form and Structure of the Questionnaire .....	17
3.2	Hypotheses.....	18
3.3	Final and Overall Results of Research .....	18
3.3.1	Final assessment of Czech and French strengths .....	18
3.3.2	Final assessment of Czech and French weaknesses .....	21
3.3.3	Glossary of personality traits.....	25
3.3.3.1	Table 1 – Personality type of the Czech students explaining their strengths and weaknesses.....	25
3.3.3.2	Table 2 - Personality type of the French students explaining their strengths and weaknesses.....	27

<b>4</b>	<b>CONCLUSION</b> .....	<b>29</b>
<b>5</b>	<b>RÉSUMÉ</b> .....	<b>30</b>
<b>6</b>	<b>ABSTRACT</b> .....	<b>31</b>
<b>7</b>	<b>BIBLIOGRAPHY</b> .....	<b>32</b>
	7.1 English bibliography .....	32
	7.2 Czech bibliography .....	32
	7.3 Electronic Sources from Internet .....	33
<b>8</b>	<b>APPENDIX</b> .....	<b>34</b>
	<b>8.1 Type of the questionnaire</b> .....	<b>34</b>
	8.1.1 The first part of the questionnaire - Strengths .....	34
	8.1.2 The second part of the questionnaire – Weaknesses .....	35
	8.1.3 Personality Scoring Sheet of the questionnaire - Strengths.....	36
	8.1.4 Personality Scoring Sheet of the questionnaire – Weaknesses.....	37
	<b>8.2 GRAPHS</b> .....	<b>38</b>
	8.2.1 Graph 1A .....	38
	8.2.2 Graph 1B .....	38
	8.2.3 Graph 2A .....	39
	8.2.4 Graph 2B .....	39
	8.2.5 Graph 3A .....	40
	8.2.6 Graph 3B .....	40
	8.2.7 Graph 4A .....	41
	8.2.8 Graph 4B .....	41
	8.2.9 Graph 5A .....	42
	8.2.10 Graph 5B .....	42
	8.2.11 Graph 6A .....	43

8.2.12 Graph 6B .....	43
8.2.13 Graph 7A .....	44
8.2.14 Graph 7B .....	44
8.2.15 Graph 8A .....	45
8.2.16 Graph 8B .....	45
8.2.17 Graph 9A .....	46
8.2.18 Graph 9B .....	46
8.2.19 Graph 10A .....	47
8.2.20 Graph 10B .....	47
8.2.21 Graph 11A .....	48
8.2.22 Graph 11B .....	48
8.2.23 Graph 12A .....	49
8.2.24 Graph 12B .....	49
8.2.25 Graph 13A .....	50
8.2.26 Graph 13B .....	50
8.2.27 Graph 14A .....	51
8.2.28 Graph 14B .....	51
8.2.29 Graph 15A .....	52
8.2.30 Graph 15B .....	52
8.2.31 Graph 16A .....	53
8.2.32 Graph 16B .....	53
8.2.33 Graph 17A .....	54
8.2.34 Graph 17B .....	54
8.2.35 Graph 18A .....	55
8.2.36 Graph 18B .....	55
8.2.37 Graph 19A .....	56
8.2.38 Graph 19B .....	56
8.2.39 Graph 20A .....	57
8.2.40 Graph 20B .....	57
8.2.41 Graph 21A .....	58
8.2.42 Graph 21B .....	58
8.2.43 Graph 22A .....	59
8.2.44 Graph 22B .....	59

8.2.45 Graph 23A .....	60
8.2.46 Graph 23B .....	60
8.2.47 Graph 24A .....	61
8.2.48 Graph 24B .....	61
8.2.49 Graph 25A .....	62
8.2.50 Graph 25B .....	62
8.2.51 Graph 26A .....	63
8.2.52 Graph 26B .....	63
8.2.53 Graph 27A .....	64
8.2.54 Graph 27B .....	64
8.2.55 Graph 28A .....	65
8.2.56 Graph 28B .....	65
8.2.57 Graph 29A .....	66
8.2.58 Graph 29B .....	66
8.2.59 Graph 30A .....	67
8.2.60 Graph 30B .....	67
8.2.61 Graph 31A .....	68
8.2.62 Graph 31B .....	68
8.2.63 Graph 32A .....	69
8.2.64 Graph 32B .....	69
8.2.65 Graph 33A .....	70
8.2.66 Graph 33B .....	70
8.2.67 Graph 34A .....	71
8.2.68 Graph 34B .....	71
8.2.69 Graph 35A .....	72
8.2.70 Graph 35B .....	72
8.2.71 Graph 36A .....	73
8.2.72 Graph 36B .....	73
8.2.73 Graph 37A .....	74
8.2.74 Graph 37B .....	74
8.2.75 Graph 38A .....	75
8.2.76 Graph 38B .....	75
8.2.77 Graph 39A .....	76



8.2.78 Graph 39B .....	76
8.2.79 Graph 40A .....	77
8.2.80 Graph 40B .....	77
8.2.81 Graph 41A .....	78
8.2.82 Graph 41B .....	78
8.2.83 Graph 42 .....	79
8.2.84 Graph 43A .....	80
8.2.85 Graph 43B .....	80

# 1 INTRODUCTION

The topic of the following Bachelor thesis is concerned with different personality types amongst people and its principal objective is to analyze Czech and French student personality highlighting their main characteristics. This topic was selected with respect to the fact that I took the opportunity to spend one semester in France thanks to the programme Erasmus+ where I got in touch with French students and their behaviour as well as the way of thinking made me think about the differences between specific personality types of people growing in various countries. I hereby decided to explore the characteristic features of Czech and French students' personality putting emphasis on their main characteristics.

This topic contributes to the field of personality psychology concerning four basic personality types, which are also named “temperaments” forming the personal profile of each individual. “One goal of personality psychology is to understand why certain aspects of personality are differentiated along group lines, such as understanding how and why women are different from men and why persons from one culture are different from persons from another culture” (Randy J. Larsen, 2008).

The thesis is divided into two main parts which are interlinked, and complement each other. The theoretical part consists of three major chapters, the first of them is related to description of personality and two of them are comprised of four subsections which deal with a considerable number of information related to the typology of human temperaments and different types of personality.

Further, the theoretical data of this thesis is largely based on English book *Personality Plus* written by Florence Littauer as well as the second most used source is Czech edition of the book *Pozitivní povahové profily* whose author is Robert Rohm. Both of these books belong to cited sources mainly due to their high-quality related to providing useful information.

The practical part compiles of three sections whose main aim is to describe the form and structure of the questionnaire, to express the hypotheses which will be specified hereinafter and to assess the final and overall results of research regarding the

analysis of Czech and French student personality whose principal differences highlighting the main characteristics are shown and explicated in two tables.

For this survey, I used the questionnaire from Littauer's book and the final results concerning Czech and French undergraduates' responses are plotted on particular graphs.

## **2 THEORETICAL PART**

Before we begin to classify the individual types of personality, we make an attempt to explain the concept of personality which plays a crucial role in the whole thesis.

### **2.1 Personality**

“Describing someone's personality means trying to portray the essence of who that person is. It means crystallizing something from the things you know about the person. It means taking a large pile of information and reducing it to a smaller set of qualities. Personality is reflected in what people say and do and also in how they do what they do” (Charles S. Carver, 2012, p. 2).

In other words, “personality can be defined as the distinctive and characteristic patterns of thought, emotion, and behavior that make up an individual's personal style of interacting with the physical and social environment” (Susan Nolen-Hoeksema, 2009, p. 462).

### **2.2 Basic typology of human temperaments**

Before starting to analyse the individual types of personality, we have to focus on basic typology of human temperaments concerning four principal divisions.

#### **2.2.1 Hippocrates & Galen Typology**

The first theory regarding the study of the human body was discovered by “Father of Medicine” Hippocrates who was persuaded that the main types of personality are distinguished according to fundamental humors, namely phlegm, blood, yellow bile, and black bile (Kardas, 2014). Other physician Galen expanded this concept by dividing all personalities into four types: sanguine, choleric, phlegmatic and melancholic and these expressions are still used today (PhDr. Václav Holeček, 2014).

### **2.2.2 I.P.Pavlov's Typology**

“This typology follows the classical Hippocrates typology, based on configurations of nervous system properties which distinguish strength or weakness, balance and mobility of the nervous processes of excitation and inhibition” (PhDr. Václav Holeček, 2014).

“The Pavlovian types of nervous system (TNS) are based on configurations of the three nervous system properties of strength, mobility, and balance of the nervous processes of excitation and inhibition” (Ruch, 2002).

### **2.2.3 Jung Typology**

Carl Gustav Jung was a great psychiatrist who was born in Switzerland and he was considered as the founder of analytical psychology. He enriched psychology with two expressions - extraversion and introversion. Enjoying their role in society, extraverts have a tendency to enjoy their life and also to be enthusiastic, optimistic, talkative as well as sociable (PhDr. Václav Holeček, 2014).

In contrast, introverts are rather concerned with their mental life, thus they are quiet, reserved and shy. Being reliable, little pessimistic and low-key, they do not want to attract attention (PhDr. Václav Holeček, 2014).

### **2.2.4 Eysenck's Typology**

German psychologist Eysenck added two new concepts, namely lability and stability to the Jung typology. Lability is considered to have a negative meaning because it includes moodiness, a lack of self-control and self-confidence. On the contrary, stability is defined as the opposite of lability (PhDr. Václav Holeček, 2014).

## **2.3 Division of personality types amongst people**

Everyone is special and unique with his own personality, but despite this fact we all desire to be perfect, charming and able to inspire others (Littauer, 1992). Each person is endowed with a certain extent of strengths and weaknesses that create their own personality. It is generally known there are four basic types of personality, namely sanguine, melancholic, choleric and phlegmatic which will be discussed in following subsections.

### **2.3.1 SANGUINE**

“Oh, how this world needs Popular Sanguines!” (Littauer, 1992, p. 28)

“*Sanguine* is an outgoing and people-oriented person who belongs to the inspirational “I” type, being also characterized as influencing, inducing, impressive, interactive, interesting and interested individual in people” (Rohm, 2002, p. 45).

#### **STRENGTHS**

Due to its typical personality profile, these kinds of people like the society, in addition to be in the spotlight. They are not only good at making each person laugh in any situation, but they are also able to console us when we are failing to do something. Moreover, they are like a bright light at the end of the tunnel bringing us a certain feeling of solace that everything is being improved. Their optimistic world view, a remarkable strength, an incredible energy and unflagging enthusiasm for starting something new and not giving up after the first failure, has to be specially admired. That is the main reason why they do not like to get in touch with pessimistic people (Littauer, 1992).

Furthermore, sanguines consider themselves favourite persons in the society having a great talent for telling catchy stories, being charming and entertaining as well as they are perceived as hard workers doing everything properly and carefully. Thanks to their creative thinking, communication and organizational skills, they will be probably

the most efficient and the most successful employees or associates in the companies (Littauer, 1992).

Further, one of their principal positive abilities is distinguished by their extraordinary articulacy that makes them a great storyteller with a natural charisma attracting other people; therefore, they are still surrounded by a number of friends (Littauer, 1992).

Among their other amazing characteristic features there are stated belong their naturalness and enthusiasm for everything that is presented them in their lives (Littauer, 1992).

Favourite sanguines are considered to be helpful and always willing to assist everyone. On the contrary, even though they do it with their best intentions, they can not be relied on because this “lack of responsibility” belongs to their typical traits of personality (Littauer, 1992).

Coming up with a considerable number of creative ideas, the sanguines are permanently developing their original concepts that make them people who deserve our unconditional attention thanks to their skills to be productive and imaginative (Littauer, 1992).

It appears “the word extraordinary must have been created to describe Popular Sanguines because their every thought and word is way beyond the ordinary and is definitely extra” (Littauer, 1992, p. 36).

Another example of their personality traits is their hidden desire to get back into their childhood. They love happy ending stories, namely fairytales and this fact allows them to make an effort to avoid responsibility (Littauer, 1992).

No matter how friendly and positive the sanguines are, others do not have to think the same way. In consequence of different personality types, it may cause some complicated situations if we do not attempt to understand our behaviour one another (Littauer, 1992).

Further, we also have to take into consideration that the sanguines are not good at memorizing dates, numbers, places or facts, nevertheless they are able to remember a considerable number of detailed information concerning life. They are also kind and warm, they tend to be in physical contact with other people. The personal contact forms an inseparable part of their personality traits, so it is something natural for them to touch or hug another people very often, but they do not realize it could be quite uncomfortable for others (Littauer, 1992).

Lastly, the sanguines are attractive people whose main aim is to do something extra or unique and for this reason others (non sanguines) are persuaded that their own lives are not exciting at all (Littauer, 1992).

### **WEAKNESSES**

Although their ability to be considerably talkative often ranks among their pros, it can also belong to their cons because they are able to force you to believe different things. Another example of their weaknesses is their immeasurable imagination thanks to it they give the impression of being dreamers and this is the main reason why their perception of the world has nothing in common with reality (Rohm, 2002).

Owing to their interest in opinion of others and what people think about them, they are easily susceptible and reckless. Moreover, their behaviour constantly changes, they get angry quickly and they are highly emotional (Rohm, 2002).

As mentioned above, sanguines express their ideas in a compelling way and this makes them greatly manipulative people. Consequently, they are worried about losing their friends (Rohm, 2002).

Seeing the best in every person makes them an extremely naive person who is adorable on one hand, but silly on the other (Rohm, 2002).

These types of people are unstable, love changes and as a result, it is fairly difficult for them to make an unambiguous decision concerning for example their job because they are sometimes lost in their desires and determination does not belong to their strengths (Rohm, 2002).



Lastly, they need to be assured how amazing they are and they permanently want to be embodied in a group, but if not, they lose their self-confidence.

### **2.3.2 MELANCHOLIC**

“Oh, how the world needs Perfect Melancholy!” (Littauer, 1992, p. 43)

“*Melancholic* is a reserved and task-oriented person who belongs to the cautious, competent, calculating, concerned, careful and contemplative “C” type of people” (Rohm, 2002, p. 85).

#### **STRENGTHS**

It is widely believed that melancholics are sensitive, perceptive and really talented people. They do not mind being hidden in the corner of room because they are rather quite and undermanding. Their lifestyle is based on a steady regime; therefore, they get on well with people having the same personality (Littauer, 1992).

Although these people are more serious and they tend to explore everyone and everything into depth, they are also responsible and good at writing literature, especially poetry and composing a number of compositions (Littauer, 1992).

However, melancholics belong to introvert and pessimistic group of people making up their minds step by step. Their life needs to include a systematic order which enables them to be aware of their benefits, such as to think properly about something, to plan into the future, to create or invent something new. Therefore, they need to be provided with precise information which they can deal with (Littauer, 1992).

Owing to their ability to analyze in depth a specific problem in a given situation, they are able to create a masterpiece from everything they are working on and therefore they are appreciated by their surroundings (Littauer, 1992).

Further, being melancholic means to love all diagrams, graphs and figures which are typical for expressing their creative talent, whereas others looking at it have no reasonable idea to understand the beauty of these statistical frameworks (Littauer, 1992).

These types of people are known for their positive attitude not to break the rules, but on the contrary, being a powerful leader is not an appropriate position for them because ambition does not belong to their typical characteristic (Rohm, 2002).

Having a perfect sense for details, they regard themselves as conscientious people bringing the projects or work into a successful conclusion because they are convinced that every work deserves to be done properly. In addition to that, being persuaded that their action speaks louder than words, they tend to work more than talk (Rohm, 2002).

Besides, any change is unimaginable for them because they do not like things getting out of control. Their life has to follow fixed rules for them to feel self-confidence and security. This fact points out that having some own principles form an essential part of their lives. In any rate, they always need to be informed about what is happening because they are particularly consistent and reserved individuals who like their everyday routine and they are not prepared to break it (Rohm, 2002).

Even though they prefer being in solitude, when they are asked to express their opinion, they are always convinced about their indisputable truth. They will never admit to be mistaken. If people are persuaded to influence or change melancholic's view in a violent way, they need to be prepared for failure (Rohm, 2002).

Last but not least, melancholics are highly demanding perfectionists not only to their surroundings, but also mainly to themselves, namely to their appearance and to their attitude to work (Russell, 2012). In contrast, they are considered to be caring and compassionate people whose empathy allows them to make friends with others (Littauer, 1992).

### **WEAKNESSES**

Although, melancholic's reflective world view is extremely fascinating, it can be sometimes considered as an annoying way of thinking because melancholics mostly have a tendency to make efforts to find the overly complicated answers to simple type of questions and furthermore, they have an inclination to assess other people around them (Littauer, 1992).

One type of people is inspired by melancholic's perfect organizational skills, whereas others are not capable of keeping up with them because of melancholic's constant obsession to have everything under control (Littauer, 1992).

The next drawback to be considered is the fact, that melancholics have a trend to be moody whenever their organized schedule is being broken (Rohm, 2002).

To put it more simply, melancholics belong to pessimistic, indecisive and introverted people with oversensitive character. Although, they have a significant number of plans which merit to be carried out, they have a lack of courage to realize them. One of the main reasons why they are doubtful about themselves and about the possibility to be successful is their fear of disappointing others, while the second one is their reluctance to risk because failure represents high threats for them. Therefore they regard themselves as shy people who prefer standing in the corner and being invisible (Rohm, 2002).

As mentioned before, melancholics form a group of perfectionists who are too demanding, in particular when they work in a team. To be specified, they do not mind criticizing project quality of their colleagues when according to them, they are not perfect, but on the other hand, they are intolerant of any criticism (Littauer, 1992).

Finally, if someone breaks melancholic's strict line of rules, they are changed into vengeful types, capable of ruin your own life without any sign of remorse (Rohm, 2002).

### **2.3.3 CHOLERIC**

“Oh, how this world needs Powerful Choleric!” (Littauer, 1992, p. 61)

“*Choleric* is an outgoing and task-oriented person who belongs to “D” type, being also defined as driver and doer of the whole society” (Rohm, 2002, p. 29).

## **STRENGTHS**

First of all, this sort of people is abundant in ability to have a strong and dynamic personality. Always attempting to achieve their goals, they are unstoppable, thereby they outshine others. They are aware of having an extraordinary talent, so they are not ashamed of showing it (Littauer, 1992).

Then, they never give up the idea to do their best for the possibility to be successful and it makes them great leaders permanently having everything under control. Above all, they are well aware of solutions to numerous situations. Not being afraid of failure, they are inclined to think that it is necessary to be decisive, to express an opinion and to take a risk (Littauer, 1992).

Furthermore, choleric regard themselves as helpful and optimistic people. Initially, it seems that their friendly behaviour is only taken as a pretence, but later it has to be admitted that their real aim is to communicate openly with others. Due to their positive world view, they are persuaded about the fact that everything will turn out well (Littauer, 1992).

In addition, one of the choleric's biggest advantage is their amazing skill to arrange everything, from making a decision when nobody knows what to do, to strong desire to shine and their need to solve not only their own problems, but also those relating others (Littauer, 1992).

It is generally known that choleric belong to goal-oriented and strong-willed people who do not waste their time. If they organize something, they are able to involve every person being situated nearby in any action (Littauer, 1992).

On the other hand, it is widely believed that choleric are insolent people because of their attitude not to accept any orders. As a result, they completely refuse the concept that they should obey someone and this quality helps them to become independent and not to submit to anyone. Thus, this aspect proves again choleric's powerful leading figure and strong will (Rohm, 2002).

It is found that these types of people love challenge and overcoming obstacles. If it is said that something can not be done, choleric will want to show you the exact opposite. It belongs to their nature that they will want to seize the opportunity and to grapple with this mentioned task (Littauer, 1992).

The author presents that “whether male or female, Powerful Choleric has the killer instinct, the desire to beat the odds, that catapults him or her to the top in the business world today” (Littauer, 1992, p. 70).

Therefore social gathering and insignificant gossiping is not choleric's preference. Their main interest is to achieve their goals, so they prefer to carry out some constructive work that brings them positive results and gets them closer to their target (Littauer, 1992).

Cholerics are usually right and thus they rarely say something without proper thought and that is the reason why they have to be confident about their truth. On the other hand, the fact of being infallible causes that people can not see their human face inside (Littauer, 1992).

Lastly, even though cholerics prefer to have their feelings hidden, when something is amiss, they accept the role of judge without hesitation and always attempt to defend human rights and fight for justice (Littauer, 1992). “They are never indifferent or apathetic but concerned and confident” (Littauer, 1992, p. 65).

## **WEAKNESSES**

On the contrary, cholerics are also stubborn and they demand to have their employees under the control. As a consequence, they have some problems to make friends just because of their strong personality, especially when they are focused on the final result in their work and it makes them ruthless and insensitive to others (Rohm, 2002).

Cholerics belong to the type of impulsive people. When they lose their control, they act unreasonably and disproportionately, and then it illustrates their behaviour to other people, for instance to be uncompromising and tough. Their primary goal is to be

the best and perfect in every field. Some of them are persuaded they are better and more intelligent than others and it increases their self-confidence; however, it also gives the negative impression to others. In other words, this is likely one of the things which produce people's concern about being friends with them because choleric's are able to hurt others' feelings easily (Rohm, 2002).

As mentioned before, one of their benefits is being capable of organizing work. However, “some powerful choleric's are so anxious to keep tight control that they only delegate the menial tasks – the “dummy work” - and save the grand plan for themselves. Carried to extremes, this protection of control keeps them from achieving as much as they could have done had they learned to deal with people and delegate more wisely” (Littauer, 1992, p. 69).

Although, choleric's belong to determined people with great organizational and communication skills, they have a problem to make friends with others. Assuming everyone has to be a part of their “D” type, especially to be an agent who manages and organizes everything. Nevertheless, this choleric's behaviour may cause others to perceive them to be conceited (Rohm, 2002).

“Powerful choleric is always more interested in achieving goals than pleasing people. This is both a positive and negative, in that they tend to end up on top alone” (Littauer, 1992, p. 67).

#### **2.3.4 PHLEGMATIC**

“Oh, how the world needs Peaceful Phlegmatic!” (Littauer, 1992, p. 72)

“*Phlegmatic* is a reserved and and people-oriented person who belongs to the stable, steady, supportive and also submissive “S” type” of people” (Rohm, 2002, p. 65).

#### **STRENGTHS**

Phlegmatics are considered to be calm, reliable, patient and loyal people with logical thinking, never acting impetuously and always having stress under their control.

They do not force others to achieve high goals because their way how to get on with someone is their ability to accept people just as they are (Littauer, 1992).

In spite of their nonexistence of an urge or need to be in a leading position, they regard themselves as great superiors because they do not need to enforce their will and they have no tendency to criticize or to stress the subordinates that leads to the improvement of their working morality. Furthermore, they also belong to the right candidates for holding an important position as a consultant thanks to their logical reasoning without emotional attachment. Solving serious problems or highly complicated relationships, they are able to ease a tense situation by using their rational thinking (Littauer, 1992).

One of the considerable number of phlegmatic's advantage is their ability to stay calm when others are seething with rage (Littauer, 1992).

Further, phlegmatics are also known for being dependable and persistent people having a talent for administration (Littauer, 1992).

“Peaceful phlegmatic is the closest there is to being a balanced person: one who does not function in the extremes or excesses of life, but walks solidly down the middle road, avoiding conflict and desicion on either side” (Littauer, 1992, p. 74).

Since they are neither ambitious nor bossy, it is the main reason why they are considered as favourite companions. They prefer others to stand out in the centre of happenings, watching everything from a great distance and they always attempt to find some ways how to cooperate, help and support others in their dreams. They are supportive people who want others to feel loved (Rohm, 2002).

Phlegmatics are also successful in their work, in particular because of their principle to do their job properly rather than quickly (Rohm, 2002).

The other of their main strengths is their ability to be an easy-going person staying on top of things. Their aim is to stay calm under pressure and resolve problems gradually, but peacefully and efficiently when they find themselves in an awkward situation (Littauer, 1992). “Where Popular Sanguine screams, Powerful Choleric lashes out, and Perfect Melancholy sinks down, Peaceful Phlegmatic rides cool. He backs up

and waits a minute, and then moves quietly in the right direction” (Littauer, 1992, p. 77).

They also belong to sweet people having a low-key personality, so others feel comfortable in their presence. Consequently, they have a significant number of friends who appreciate them particularly because of their ability to be good listeners and to keep secrets. It is found that they prefer listening to talking, so they regard themselves as trustworthy, and others can rely on them unambiguously (Littauer, 1992).

### **WEAKNESSES**

First, when it is indispensable to have phlegmatics in a leadership position, they fulfill what they are expected to do, but later they resign from their post. “They do not need the credit, and they surely do not want to make a fool of themselves” (Littauer, 1992, p. 76).

Sometimes they tend to be more submissive because one of their cons is their inability to say “NO” to people, especially whom they would like to help (Rohm, 2002).

Secondly, phlegmatics do not like changes, they prefer having their own stereotype, namely to always find their things where they were put, to visit the same restaurant and order the same meal. Repeating the same things without variation gives them a feeling of certitude, while the unexpected situations can surprise them unpleasantly. For example, when someone attempts to gain control over their territory, phlegmatics feel uncertain (Rohm, 2002).

Subsequently, they are highly indecisive, but only because of their effort to answer the question properly. They do not want to hurt anyone's feelings. Even though they seem to be self-confident, they also deserve to be encouraged. If they are taken advantage of, they will never express their hurt feelings or emotions (Rohm, 2002).

Thirdly, “they have difficulty setting goals and can lack self-motivation. They can be difficult to get moving and they deeply resent being pushed. They would much rather watch than be the active participant” (Warner, 2008).



Then, they belong to spectators because they do not like arguing with others and they do not want to cause any troubles. Being shy, they prefer staying anonymous due to their fear to be humiliated in public. On one hand, they want to protect themselves, while on the other hand, they do not want to refuse a request and disappoint anyone (Rohm, 2002). “They will blame themselves if mistakes are made, even if it was someone else's fault, just to make others feel better and more at ease” (Cornwall, 2012-2014).

They prefer others to be happy; however, then they realize they have to take care of themselves in order to be also happy, so they give the impression of being selfish because of making an attempt to pursue their own interests and life balance (Rohm, 2002).

### **3 RESEARCH PART**

The main reason of doing a research is to analyse Czech and French student personality types highlighting their essential characteristics.

Using a method of the close ended questionnaire, with forty-three questions and four simple responses, was the most appropriate technique how to get required information from a significant number of respondents' answers quickly and efficiently. To ask as many Czech and French students as possible, the questionnaire was put on the website<sup>1</sup> and for the same reason, this link was placed at Facebook student's groups.

#### **3.1 Form and Structure of the Questionnaire**

First of all, it is necessary to mention that I used the questionnaire from Littauer's book<sup>2</sup> because of its clarity, brevity and clear evaluation that allows people to find out their own type of personality. However, the respondents were given no opportunity to reveal what type of personality they belong to because had they known the individual responses associated with a particular type of the personality, their answers could be either untruthful or affected by this fact. Finally, the assessment of the personality questionnaire was not used for private purposes, but only for this research.

Further, the questionnaire consists of two main parts, particularly strengths and weaknesses and both of these subheadings consist of twenty simple questions being composed of particular words referring to individual types of personality. Furthermore, another three general questions concerning gender, age and country of respondents are added.

Then, this anonymous form of survey is intended only for two groups of respondents, namely for thirty Czech and the same number of French students, in particular males and females aged 18-25 years currently studying at the university.

---

<sup>1</sup> <http://www.surveio.com/survey/d/N8A1U5O7M8E4S5P4F>

<sup>2</sup> Littauer, 1992, p. 17-20

Last, the individual results from completed questionnaires are put on the website<sup>3</sup>. In order to see the Czech and French students' responses, it is necessary to log in with the email [ivcacosarova@seznam.cz](mailto:ivcacosarova@seznam.cz) and the password “romantika”.

Further, the results are plotted on two pie charts with each question having both Czech and French graph which divide the student's responses and whose main goal is to emphasize these findings with percentage.

## **3.2 Hypotheses**

One of the hypotheses is connected to the idea that the Czech participants are probably more optimistic than the French respondents. The second one describes that the Czech undergraduates regard themselves as talkative people, while the French undergraduates are considered to be thoughtful individuals. I expect the last hypothesis might show that the Czech students belong to sanguines, whereas the French students have melancholic personality traits.

## **3.3 Final and Overall Results of Research**

As mentioned above in the section of questionnaire form and structure, the first twenty questions included in it refer to strengths of individual personality types, whereas the second twenty questions concern Czech and French students' weaknesses.

### **3.3.1 Final assessment of Czech and French strengths**

The graph 1A shows that thirty-four per cent of the Czech students think that one of their strengths is considered to be adventurous, but nearly the same percentage (thirty-three) of respondents finds the issue to be adaptable. On the contrary, the graph 1B indicates that forty-three per cent of the French students regard themselves as analytical types of people. From an overall perspective, both graphs conclude that the

---

<sup>3</sup> <https://my.surveio.com/A6V2V5K9P3U6V4H3Q9N6/data/view>

Czech participants are rather adventurous and adaptable, meanwhile the French participants prefer being analytical.

The graph 2A indicates that almost a half of the Czech sophomores are convinced of being playful, while the French students' responses show their peaceful temperament. On the basis of the results, it is possible to state that the Czech respondents belong to playful types of people, but a majority of French students are defined as peaceful individuals.

As one can see from the graph 3A, the highest percentage of the Czech undergraduates, 47 %, claim to be sociable. On the contrary, 40 % of the French respondent's comments indicate that they are supposed to be self-sacrificing. If the percentage of these responses is taken into consideration, there is clearly defined that the Czech students like being in the middle of the crowd, whereas the French students have a tendency to be more self-sacrificing.

According to the graphs 4A and 4B, competitiveness is one of the Czech students' strengths, while an ability to stay in control belongs to the French students' pros. So the results of the research seem to indicate that the Czech sophomores are more competitive than the French respondents who are more in control.

Further, the graph 5A as well as the graph 5B depict that both groups of the participants presented themselves as respectful and refreshing people. In addition, next two graphs 6A and 6B show that nearly the same percentage of them consider themselves to be sensitive and self-reliant.

The graph 7A denotes that almost a half of the Czech students are positive and the graph 7B indicates that just over a third of the French undergraduates reply they prefer being planners.

To illustrate another two pie-charts, it is shown that in the first graph (8A), 47 % of the Czech respondents admit their advantage is to be spontaneous and one third of them tend to be scheduled. However, graph 8B shows that the French students are also considered to be spontaneous. If we compare these two graphs, we can see the results of

both respondents' answers are nearly the same, only with imperceptible percentage differences.

In other two graphs, namely in pie-charts 9A and 9B, it can be seen that more than half of the Czech participants respond they always think positively, meanwhile less than a third of the French undergraduates say they regard themselves as orderly individuals. As expected, the first hypothesis was confirmed because as the results show, there is not a high agreement among these responses.

The following graphs 10A and 10B reflect the individual answers of each respondent, namely that the Czech and French students are both predominantly friendly and funny from less than a third. On the basis of the results, it is possible to state that both groups of respondents reply similarly.

The figures in the graphs 11A and 11B show that one third of the Czech sophomores responded they belong to group of detailed people, in contrast the most frequent responses concerning the fact that a majority of the French students are diplomatic.

According to the graphs 12A and 12B, 54 % of the Czech respondents clarify that one of their advantages is to be cheerful, while the French participants are considered to be cultured.

Further, the graph 13A indicates that forty per cent of the Czech students regard themselves as idealistic people, but fifty-six per cent of the French students show that one of their pros is being independent.

As can be seen from the graph 14A, it shows that most of the Czech respondents believe they regard themselves as demonstrative individuals, whereas the graph 14B reveals that a considerable number of the French students define themselves as deep types of people.

The following graphs 15A and 15B describe the fact that one third of the Czech students responded to have ability to easily associate with others, but on the other hand almost a half of the French participants think they are musical.

To define subsequent two pie-charts, it is shown in the first graph (16A), 37 % of the Czech sophomores say they belong to the talker; nevertheless, 57 % of the French students affirm they prefer being thoughtful.

In addition, from pie-charts 17A and 17B it can be calculated that both graphs depict the fact that both the Czech and French undergraduates present themselves as listeners as well as loyal.

To illustrate the graph 18A, the highest percentage of the Czech students concern their response to be cute, meanwhile the graph 18B shows that the most frequent answer of French students is related to their ability to be contented.

If we compare the following graphs 19A and 19B, we can see that the Czech participants are more pleasant than the French respondents; however, more than a half of the French students' responses refer to their strength to be perfectionist.

On the basis of the results of pie-charts 20A and 20B, it is possible to state that 33 % of the Czech undergraduates present they are behaved, but 54 % of the French sophomores seem to be balanced.

### **3.3.2 Final assessment of Czech and French weaknesses**

The graph 21A shows that forty-three per cent of the Czech students think that one of their weaknesses is considered to be blank, but on the contrary, the graph 21B indicates that thirty-three per cent of the French students regard themselves as brassy types of people. From an overall perspective, both graphs conclude that the Czech students are blank, meanwhile the French students' weakness is to be brassy.

As can be seen from the graphs 22A and 22B, the highest percentage of the Czech respondents, namely 47 % of them answer to be undisciplined and 50 % of the French respondents also describe themselves as undisciplined individuals. Further, the second most frequent response of both students' groups was to be unforgiving. To sum up briefly, these two types of respondents adopted the same attitude toward this question.

In the graph 23A, almost a half of the Czech students say their further weakness is to be reticent, whereas in the graph 23B, a majority of the French undergraduates defined themselves as resistant people. On the basis of the results, it is certain that the Czech respondents incline to be silent, while the French participants show resistance.

It can be seen from the graphs 24A and 24B that the Czech students present themselves as frank people and thirty per cent of them describe that they belong to forgetful individuals. Further, the same percentage of the French sophomores are also considered to be frank as well as almost a third of them chose a response to be fearful.

According to the graphs 25A and 25B, being impatient is one of the Czech students' weaknesses, while the French respondents' disadvantage is to be indecisive.

Further, the graph 26A as well as the graph 26B depict that both groups of respondents present themselves as unpredictable people. In addition, the Czech participants also admit that their weakness is to be unaffectionate. On the contrary, the second most used response of the French respondents is to be uninvolved and unpopular. If we compare these two graphs, we can see that the Czech students' weaknesses are not being foreseen or uncaring, meanwhile the French undergraduates are not only unforeseeable, but also have no interest to do anything and they are not being liked by many people.

To illustrate another two pie-charts, it is shown in the first graph (27A) that 60 % of the Czech respondents think they belong to headstrong people, but 67 % of the French students' responses show their hesitant character. To conclude, the Czech participants are stubborn, whereas the French sophomores have an ability not to be decisive.

The following graph 28A shows that forty-six per cent of the Czech respondents affirm to be permissive and the same percentage of the French students regard themselves as proud people. All things considered, the Czech undergraduates are more tolerant than the French participants and on the contrary, the French respondents show more self-respect than the Czech students.

The graph 29A indicates that almost a half of the Czech sophomores are convinced to be quick-tempered, while the French students' responses expose their argumentative temperament in the graph 29B. On the basis of the results, it is possible to state that the Czech respondents let themselves to be provoked easily and it causes them to have a tendency to behave angrily, meanwhile the French participants tend to disagree with other people.

It can be seen from the graph 30A, a third of the Czech respondents see one of their weaknesses in their non-chalant behaviour. On the contrary, the French students' responses indicate that they are supposed to be naive. If the percentage of these responses is taken into consideration, it is clearly defined that Czech undergraduates are unconcerned, whereas the French participants show lack of experience or information.

Further, the graph 31A as well as the graph 31B depict that both groups of students present themselves as worriers, meanwhile the following graphs 32A and 32B show that seventy-three per cent of the Czech sophomores regard themselves as talkative people and sixty per cent of the French students are persuaded they belong to timid individuals.

According to the graphs 33A and 33B, two thirds of the Czech participants evaluate themselves as disorganized and doubtful person, while the French undergraduates believe that one of their weaknesses is to have doubts in comparison with the Czech students.

The graph 34A denotes that 43 % of the Czech sophomores are introverts as well as the graph 34B indicates that 60 % of the French respondents think about themselves in the same way.

In other two graphs, namely in pie-charts 35A and 35B, it can be seen that more than half of the Czech undergraduates respond they are inclined to be moody, whereas more than a third of the French participants tend to be messy. To compare these two graphs, the Czech students often change their mood, meanwhile being messy belongs to the French respondents' weaknesses.



To illustrate another another two graphs, it is shown that in the first graph 36A, more than fifty per cent of the Czech sophomores admit their disadvantage is being stubborn; however, the graph 36B clarifies that forty-six per cent of the French students are rather sceptical. In other words, the Czech participants refuse to do something or to change their ideas, in contrast to the French respondents' answers to be unable to clean.

The figures in the graphs 37A and 37B show that forty-three per cent of the Czech undergraduates prefer being alone, while fifty-three per cent of the French sophomores are defined as lazy people.

In addition, it can be calculated from pie-charts 38A and 38B that forty-four per cent of the Czech students respond to be short-tempered, meanwhile almost the same percentage of the French respondents' answers concern their ability to be scatterbrained.

The following graphs 39A and 39B describe the fact that more than fifty per cent of the Czech participants respond they seem to be restless, but on the other hand nearly a half of the French undergraduates think they are reluctant.

To define two subsequent pie-charts, it can be seen that both graphs (40A and 40B) depict the fact that both the Czech students and the French participants present themselves as being compromising people, we can also see from the graphs 41A and 41B that both groups of the undergraduates respond equally.

Lastly, it may be inferred from the graphs 43A and 43B that a majority of the Czech students, who completed the questionnaire, are at the age of 22, whereas most of the French undergraduates participating in this research are at the age of 21.

### 3.3.3 Glossary of personality traits

On the basis of the final results derived from the charts attached, there is a glossary emphasizing the main characteristics of the Czech and French students' personality.

#### 3.3.3.1 Table 1 – Personality type of the Czech students explaining their strengths and weaknesses

<i>PERSONALITY TRAITS OF SANGUINES</i>	<i>ENGLISH DEFINITION</i>	<i>CZECH DEFINITION</i>
Playful	an animated, frolicsome person loving fun	živý, dovádívý člověk milující legraci
Sociable	an outgoing and companionable person	společenský a družný člověk
Spontaneous	a person acting immediately	člověk, který se chová bezprostředně
Optimistic	a person always seeing the bright side of life	člověk, který vždy vidí život z lepší stránky
Cheerful	happy and jolly person	šťastná a veselá osoba
Demonstrative	communicative person with ability to express one's feelings easily	komunikativní člověk se schopností snadně vyjádřit své pocity
mixes easily	a sociable person	společenský člověk
Talker	debater, a person speaking incessantly	diskutér, člověk mluvící bez přestání

Cute	an adorable and attractive person	rozkošný a atraktivní člověk
Undisciplined	a person having no manners	osoba, která se neumí chovat
Unpredictable	a person whose behaviour is not foreseen	člověk, jehož chování je nepředvídatelné
Permissive	a compliant and tolerant person	povolný a tolerantní člověk
angered easily	a person being furious quickly	osoba, která se rychle rozzlobí
Talkative	a person who always speaks	osoba, která stále mluví
Disorganized	a person having unsystematic plans	člověk bez systematických plánů
Restless	a careless person	lehkomyšlný člověk

**3.3.3.2 Table 2 - Personality type of the French students explaining their strengths and weaknesses**

<i>PERSONALITY TRAITS OF PHLEGMATICS</i>	<i>ENGLISH DEFINITION</i>	<i>CZECH DEFINITION</i>
Controlled	a restrained person having emotions and behaviour under the control	zdrženlivý člověk, která má své emoce a chování pod kontrolou
Friendly	a pleasant and sociable person	milý a společenský člověk
Diplomatic	a prudent and tactical person	prozíravý a taktický člověk
Listener	an opposite of talker	opak mluvky
Contented	a modest person	skromný člověk
Balanced	a deliberate and even-tempered person	rozvážný a vyrovnaný člověk
Fearful	a frightened person	Ustrašený člověk
Indecisive	A hesitant person thinking for a long time before he makes a final decision	Váhavý člověk, který dlouze přemýšlí než udělá konečné rozhodnutí
Hesitant	A person unable to decide	Člověk, který není schopný se rozhodnout
Worrier	A person being concerned about something	Člověk, který si dělá starosti
Timid	A shy and bashful person without any self-	Plachý a nesmělý člověk

	confidence	bez jakéhokoli sebevědomí
Doubtful	A sceptical and suspicious person	Pochybovačný a podezřívavý člověk
Lazy	An indolent person unwilling to work	Líný člověk neochotný pracovat
Reluctant	A person being disinclined to do something	Neochotný člověk
Compromising	A person making concessions	Člověk, který dělá ústupky

## 4 CONCLUSION

On the basis of the above mentioned results it is possible to say that the research fulfilled the first part of its purpose, which was to analyze the Czech and French student personality.

The second part, whose main aim was to emphasize the Czech and French students' characteristics, divided their personality into two sections. This research revealed the following facts: Whereas the Czech participants consider themselves to be sanguines, the French undergraduates regard themselves as people having phlegmatic temperament and the main differences between their personalities are delineated in previous two tables. Due to this fact, it can be seen that the general objective of the Bachelor thesis to highlight their main personality traits, was accomplished.

Further, as regards the hypotheses, two of them were confirmed, but the last one was disproved. As can be seen from the graphs 9A and 9B, a majority of the Czech students think indeed they are optimistic, meanwhile the French participants belong to orderly people.

The subsequent hypothesis asserts that the Czech undergraduates' strength is to be talkative, while the French sophomores see themselves as thoughtful individuals. The charts 32A and 32B prove their statements, so in this case, the hypothesis was also confirmed.

On the contrary, concluding hypothesis was disproved because the final and overall results showed the fact that even though the Czech students belong to group of sanguines, but the French students are phlegmatic, not melancholic.

This topic is definitely worth studying more and it could be further elaborated. Other specific typology concerning personality psychology and its theories might be added to the theoretical part, meanwhile the practical part could be enriched in more concrete examples of different types of personality, such as to find out how sanguines behave at work, phlegmatic as a friend, if choleric is a good parent or if melancholic is able to find a way to improve relationships with others.

## 5 RÉSUMÉ

Bakalářská práce se zabývá různými typy osobností mezi lidmi a jejím hlavním cílem je analyzovat osobnost českých a francouzských studentů, s důrazem na hlavní charakteristické znaky.

Tato práce je rozdělena do dvou hlavních částí. V teoretické části se vysvětluje – co je to pojem osobnost, jaké druhy typologie osobnosti existují a jaké jsou jednotlivé typy osobnosti.

V praktické části je daná problematika doplněna o vlastní výzkum, díky němuž je zjištěno, do jakého typu osobnosti patří čeští a francouzští studenti a jaké jsou jejich hlavní typické povahové rysy. Jednotlivé odpovědi daných respondentů a jejich výsledky jsou popsány v grafech, které najdete níže v příloze. Výsledky této části mohou být využitelné pro podrobnější rozpracování daného tématu.

## **6 ABSTRACT**

Bachelor thesis deals with different types of personality amongst people and its main objective is to analyze Czech and French student personality, highlighting their main characteristics.

This work is divided into two main parts. The theoretical part explains the meaning of the word personality, what kind of personality typologies exist and what are the individual types of personality.

The practical part of this issue is complemented by my own research, which found out in what type of personality the Czech and French students belong to and what are their main characteristic traits. The individual responses of the respondents and the final results are described in the charts below in the appendix. The results of this section may be useful to elaborate this topic.



## 7 BIBLIOGRAPHY

### 7.1 English bibliography

[1] CARVER, Charles S.; SCHEIER, Michael F. *Perspectives on Personality 7th Edition*. New Jersey : Pearson Education, Inc., 2012. 450 pages. ISBN 978-0-205-15136-3

[2] KARDAS, Edward P. *History of Psychology : The Making of a Science 1st Edition*. Boston : Wadsworth Cengage Learning., 2014. 464 pages. ISBN-10: 1111186669

[3] LARSEN, Randy J.; BUSS, David. *Personality Psychology : Domains of knowledge about human nature 3rd Edition*. New York : The McGraw-Hill Companies, Inc., 2008. 759 pages. ISBN-10: 0073531901

[4] LITTAUER, Florence. *Personality Plus : How To Understand Others By Understanding Yourself*. Michigan : Baker Book House Company., 1992. 204 pages. ISBN 0-8007-5445-X

[5] NOLEN-HOEKSEMA, Susan.; FREDRICKSON, Barbara L.; LOFTUS, Geoffrey.; WAGENAAR, Willem. *Atkinson & Hilgard's Introduction To Psychology 15th Edition*. Andover : Wadsworth Cengage Learning EMEA., 2009. 787 pages. ISBN 978-1-84480-728-4

[6] OLDHAM, John M.; MORRIS, Lois B. *The New Personality Self-Portrait : Why You Think, Work, Love, and Act the Way You Do*. New York : Bantam; Revised Edition., 1995. 449 pages. ISBN-10: 0-553-37393-5

### 7.2 Czech bibliography

[7] HOLEČEK, Václav PhDr. *Psychologie v učitelské praxi 1.vyd.* Praha : Grada Publishing, a.s., 2014. 223 stran. ISBN 978-80-247-3704-1

[8] ROHM, Robert A. *Pozitivní povahové profily 1.vyd.* Praha : InterNET Services Corporation.; 2002. 183 stran. ISBN 978-80-86992-20-4

### 7.3 Electronic Sources from Internet

[9] CORNWALL, Tobias. The four Temperaments. *Phlegmatic* [ online ]. ©2012-2014 [quoted 26 April 2015]. Available from:

<http://temperaments.fighunter.com/?page=phlegmatic>

[10] RUCH, Willibald. ScienceDirect. *Pavlov's types of nervous system, Eysenck's typology and the Hippocrates-Galen temperaments: An empirical examination of the asserted correspondence of three temperament typologies* [ online ], 28 May 2002, [quoted 26 April 2015]. Available from:

<http://www.sciencedirect.com/science/article/pii/0191886992901680>

[11] WALKER RUSSEL, Rosilee. Times record online edition. *Column: Melancholy People Most Creative*. [ online ], 24 February 2012, [quoted 26 April 2015]. Available from: <http://swtimes.com/sections/features/features-columnists/column-melancholy-people-most-creative.html>

[12] WARNER, Lois. Mediation WorksNorth. *The Easy Going Phlegmatic*. [ online ], 28 October 2008, [quoted 26 April 2015]. Available from:

<http://www.mediationworksnorth.org/tips/15-the-easy-going-phlegmatic>

## 8 APPENDIX

### 8.1 Type of the questionnaire

#### 8.1.1 The first part of the questionnaire - Strengths

##### Strengths

- |    |                                        |                                           |                                       |                                        |
|----|----------------------------------------|-------------------------------------------|---------------------------------------|----------------------------------------|
| 1  | <input type="checkbox"/> Adventurous   | <input type="checkbox"/> Adaptable        | <input type="checkbox"/> Animated     | <input type="checkbox"/> Analytical    |
| 2  | <input type="checkbox"/> Persistent    | <input type="checkbox"/> Playful          | <input type="checkbox"/> Persuasive   | <input type="checkbox"/> Peaceful      |
| 3  | <input type="checkbox"/> Submissive    | <input type="checkbox"/> Self-sacrificing | <input type="checkbox"/> Sociable     | <input type="checkbox"/> Strong-willed |
| 4  | <input type="checkbox"/> Considerate   | <input type="checkbox"/> Controlled       | <input type="checkbox"/> Competitive  | <input type="checkbox"/> Convincing    |
| 5  | <input type="checkbox"/> Refreshing    | <input type="checkbox"/> Respectful       | <input type="checkbox"/> Reserved     | <input type="checkbox"/> Resourceful   |
| 6  | <input type="checkbox"/> Satisfied     | <input type="checkbox"/> Sensitive        | <input type="checkbox"/> Self-reliant | <input type="checkbox"/> Spirited      |
| 7  | <input type="checkbox"/> Planner       | <input type="checkbox"/> Patient          | <input type="checkbox"/> Positive     | <input type="checkbox"/> Promoter      |
| 8  | <input type="checkbox"/> Sure          | <input type="checkbox"/> Spontaneous      | <input type="checkbox"/> Scheduled    | <input type="checkbox"/> Shy           |
| 9  | <input type="checkbox"/> Orderly       | <input type="checkbox"/> Obliging         | <input type="checkbox"/> Outspoken    | <input type="checkbox"/> Optimistic    |
| 10 | <input type="checkbox"/> Friendly      | <input type="checkbox"/> Faithful         | <input type="checkbox"/> Funny        | <input type="checkbox"/> Forceful      |
| 11 | <input type="checkbox"/> Daring        | <input type="checkbox"/> Delightful       | <input type="checkbox"/> Diplomatic   | <input type="checkbox"/> Detailed      |
| 12 | <input type="checkbox"/> Cheerful      | <input type="checkbox"/> Consistent       | <input type="checkbox"/> Cultured     | <input type="checkbox"/> Confident     |
| 13 | <input type="checkbox"/> Idealistic    | <input type="checkbox"/> Independent      | <input type="checkbox"/> Inoffensive  | <input type="checkbox"/> Inspiring     |
| 14 | <input type="checkbox"/> Demonstrative | <input type="checkbox"/> Decisive         | <input type="checkbox"/> Dry humor    | <input type="checkbox"/> Deep          |
| 15 | <input type="checkbox"/> Mediator      | <input type="checkbox"/> Musical          | <input type="checkbox"/> Mover        | <input type="checkbox"/> Mixes easily  |
| 16 | <input type="checkbox"/> Thoughtful    | <input type="checkbox"/> Tenacious        | <input type="checkbox"/> Talker       | <input type="checkbox"/> Tolerant      |
| 17 | <input type="checkbox"/> Listener      | <input type="checkbox"/> Loyal            | <input type="checkbox"/> Leader       | <input type="checkbox"/> Lively        |
| 18 | <input type="checkbox"/> Contented     | <input type="checkbox"/> Chief            | <input type="checkbox"/> Chartmaker   | <input type="checkbox"/> Cute          |
| 19 | <input type="checkbox"/> Perfectionist | <input type="checkbox"/> Pleasant         | <input type="checkbox"/> Productive   | <input type="checkbox"/> Popular       |
| 20 | <input type="checkbox"/> Bouncy        | <input type="checkbox"/> Bold             | <input type="checkbox"/> Behaved      | <input type="checkbox"/> Balanced      |

## 8.1.2 The second part of the questionnaire – Weaknesses

### Weaknesses

- |    |                                         |                                            |                                         |                                         |
|----|-----------------------------------------|--------------------------------------------|-----------------------------------------|-----------------------------------------|
| 21 | <input type="checkbox"/> Blank          | <input type="checkbox"/> Bashful           | <input type="checkbox"/> Brassy         | <input type="checkbox"/> Bossy          |
| 22 | <input type="checkbox"/> Undisciplined  | <input type="checkbox"/> Unsympathetic     | <input type="checkbox"/> Unenthusiastic | <input type="checkbox"/> Unforgiving    |
| 23 | <input type="checkbox"/> Reticent       | <input type="checkbox"/> Resentful         | <input type="checkbox"/> Resistant      | <input type="checkbox"/> Repetitious    |
| 24 | <input type="checkbox"/> Fussy          | <input type="checkbox"/> Fearful           | <input type="checkbox"/> Forgetful      | <input type="checkbox"/> Frank          |
| 25 | <input type="checkbox"/> Impatient      | <input type="checkbox"/> Insecure          | <input type="checkbox"/> Indecisive     | <input type="checkbox"/> Interrupts     |
| 26 | <input type="checkbox"/> Unpopular      | <input type="checkbox"/> Uninvolved        | <input type="checkbox"/> Unpredictable  | <input type="checkbox"/> Unaffectionate |
| 27 | <input type="checkbox"/> Headstrong     | <input type="checkbox"/> Haphazard         | <input type="checkbox"/> Hard to please | <input type="checkbox"/> Hesitant       |
| 28 | <input type="checkbox"/> Plain          | <input type="checkbox"/> Pessimistic       | <input type="checkbox"/> Proud          | <input type="checkbox"/> Permissive     |
| 29 | <input type="checkbox"/> Angered easily | <input type="checkbox"/> Aimless           | <input type="checkbox"/> Argumentative  | <input type="checkbox"/> Alienated      |
| 30 | <input type="checkbox"/> Naive          | <input type="checkbox"/> Negative attitude | <input type="checkbox"/> Nervy          | <input type="checkbox"/> Nonchalant     |
| 31 | <input type="checkbox"/> Worrier        | <input type="checkbox"/> Withdrawn         | <input type="checkbox"/> Workaholic     | <input type="checkbox"/> Wants credit   |
| 32 | <input type="checkbox"/> Too sensitive  | <input type="checkbox"/> Tactless          | <input type="checkbox"/> Timid          | <input type="checkbox"/> Talkative      |
| 33 | <input type="checkbox"/> Doubtful       | <input type="checkbox"/> Disorganized      | <input type="checkbox"/> Domineering    | <input type="checkbox"/> Depressed      |
| 34 | <input type="checkbox"/> Inconsistent   | <input type="checkbox"/> Introvert         | <input type="checkbox"/> Intolerant     | <input type="checkbox"/> Indifferent    |
| 35 | <input type="checkbox"/> Messy          | <input type="checkbox"/> Moody             | <input type="checkbox"/> Mumbles        | <input type="checkbox"/> Manipulative   |
| 36 | <input type="checkbox"/> Slow           | <input type="checkbox"/> Stubborn          | <input type="checkbox"/> Show-off       | <input type="checkbox"/> Skeptical      |
| 37 | <input type="checkbox"/> Loner          | <input type="checkbox"/> Lord over others  | <input type="checkbox"/> Lazy           | <input type="checkbox"/> Loud           |
| 38 | <input type="checkbox"/> Sluggish       | <input type="checkbox"/> Suspicious        | <input type="checkbox"/> Short-tempered | <input type="checkbox"/> Scatterbrained |
| 39 | <input type="checkbox"/> Revengeful     | <input type="checkbox"/> Restless          | <input type="checkbox"/> Reluctant      | <input type="checkbox"/> Rash           |
| 40 | <input type="checkbox"/> Compromising   | <input type="checkbox"/> Critical          | <input type="checkbox"/> Crafty         | <input type="checkbox"/> Changeable     |

### 8.1.3 Personality Scoring Sheet of the questionnaire - Strengths

#### Strengths

Popular Sanguine	Powerful Choleric	Perfect Melancholy	Peaceful Phlegmatic
1 ___ Animated	___ Adventurous	___ Analytical	___ Adaptable
2 ___ Playful	___ Persuasive	___ Persistent	___ Peaceful
3 ___ Sociable	___ Strong-willed	___ Self-sacrificing	___ Submissive
4 ___ Convincing	___ Competitive	___ Considerate	___ Controlled
5 ___ Refreshing	___ Resourceful	___ Respectful	___ Reserved
6 ___ Spirited	___ Self-reliant	___ Sensitive	___ Satisfied
7 ___ Promoter	___ Positive	___ Planner	___ Patient
8 ___ Spontaneous	___ Sure	___ Scheduled	___ Shy
9 ___ Optimistic	___ Outspoken	___ Orderly	___ Obliging
10 ___ Funny	___ Forceful	___ Faithful	___ Friendly
11 ___ Delightful	___ Daring	___ Detailed	___ Diplomatic
12 ___ Cheerful	___ Confident	___ Cultured	___ Consistent
13 ___ Inspiring	___ Independent	___ Idealistic	___ Inoffensive
14 ___ Demonstrative	___ Decisive	___ Deep	___ Dry humor
15 ___ Mixes easily	___ Mover	___ Musical	___ Mediator
16 ___ Talker	___ Tenacious	___ Thoughtful	___ Tolerant
17 ___ Lively	___ Leader	___ Loyal	___ Listener
18 ___ Cute	___ Chief	___ Chartmaker	___ Contented
19 ___ Popular	___ Productive	___ Perfectionist	___ Pleasant
20 ___ Bouncy	___ Bold	___ Behaved	___ Balanced

#### Totals—Strengths

\_\_\_\_\_

### 8.1.4 Personality Scoring Sheet of the questionnaire – Weaknesses

#### Weaknesses

Popular Sanguine	Powerful Choleric	Perfect Melancholy	Peaceful Phlegmatic
21 ___ Brassy	___ Bossy	___ Bashful	___ Blank
22 ___ Undisciplined	___ Unsympathetic	___ Unforgiving	___ Unenthusiastic
23 ___ Repetitious	___ Resistant	___ Resentful	___ Reticent
24 ___ Forgetful	___ Frank	___ Fussy	___ Fearful
25 ___ Interrupts	___ Impatient	___ Insecure	___ Indecisive
26 ___ Unpredictable	___ Unaffectionate	___ Unpopular	___ Uninvolved
27 ___ Haphazard	___ Headstrong	___ Hard to please	___ Hesitant
28 ___ Permissive	___ Proud	___ Pessimistic	___ Plain
29 ___ Angered easily	___ Argumentative	___ Alienated	___ Aimless
30 ___ Naive	___ Nervy	___ Negative attitude	___ Nonchalant
31 ___ Wants credit	___ Workaholic	___ Withdrawn	___ Worrier
32 ___ Talkative	___ Tactless	___ Too sensitive	___ Timid
33 ___ Disorganized	___ Domineering	___ Depressed	___ Doubtful
34 ___ Inconsistent	___ Intolerant	___ Introvert	___ Indifferent
35 ___ Messy	___ Manipulative	___ Moody	___ Mumbles
36 ___ Show-off	___ Stubborn	___ Skeptical	___ Slow
37 ___ Loud	___ Lord over others	___ Loner	___ Lazy
38 ___ Scatterbrained	___ Short-tempered	___ Suspicious	___ Sluggish
39 ___ Restless	___ Rash	___ Revengeful	___ Reluctant
40 ___ Changeable	___ Crafty	___ Critical	___ Compromising

#### Totals—Weaknesses

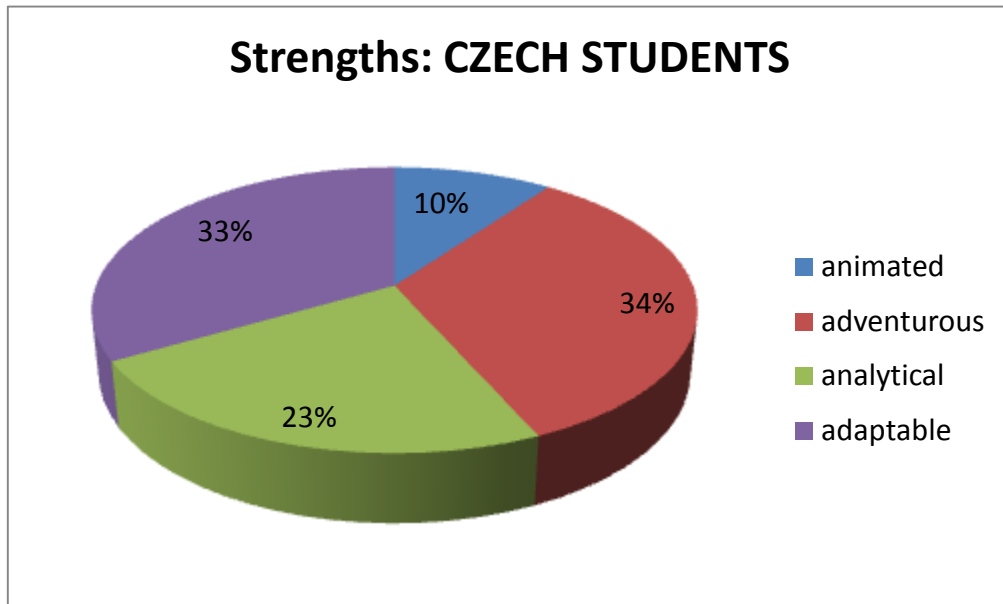
\_\_\_\_\_

#### Combined Totals

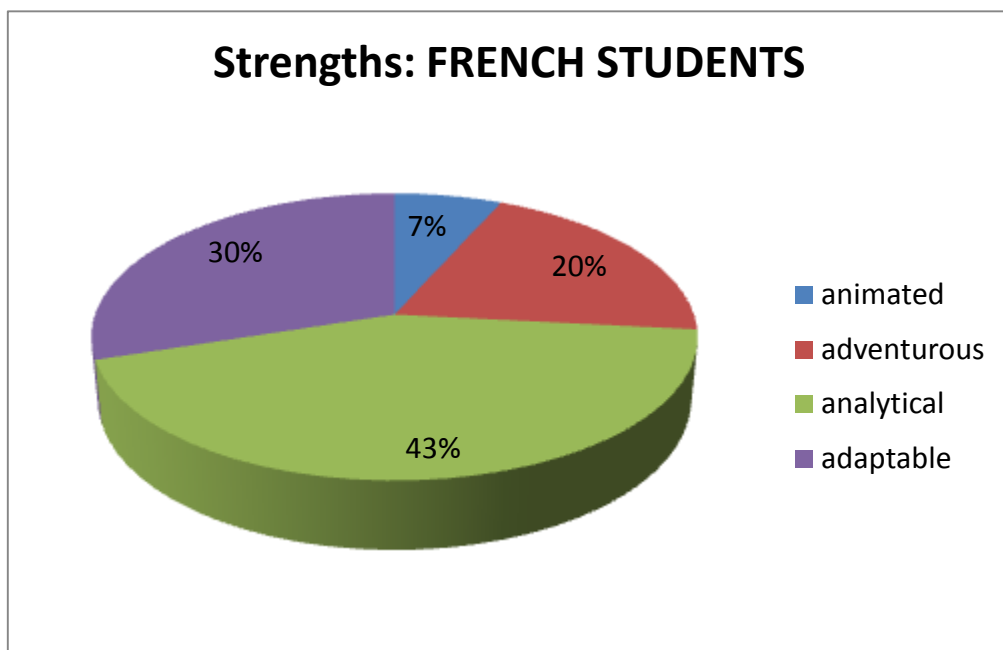
\_\_\_\_\_

## 8.2 GRAPHS

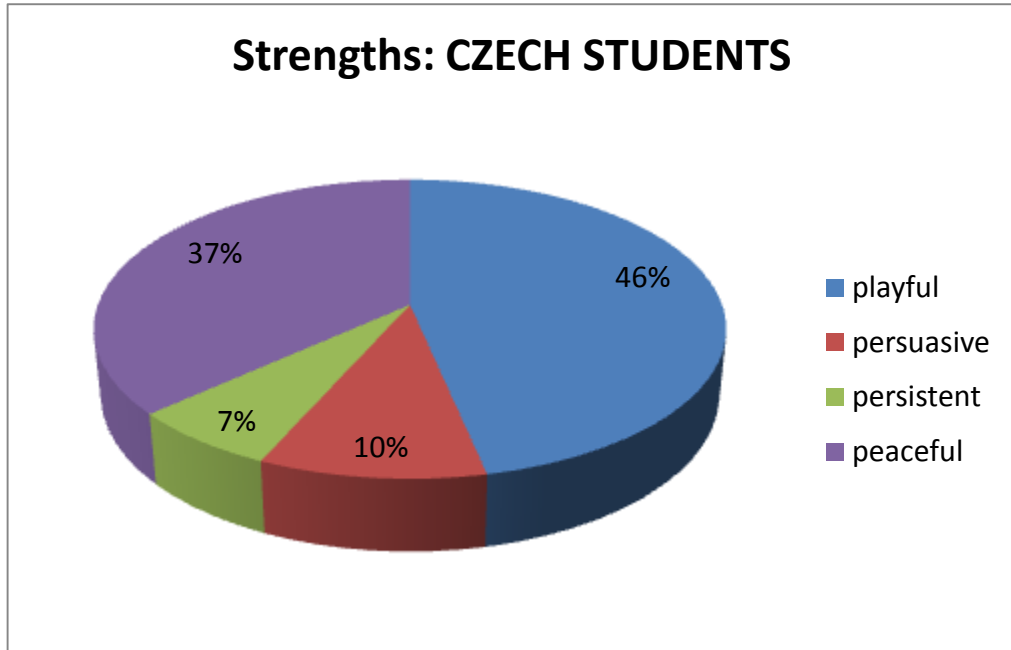
### 8.2.1 Graph 1A



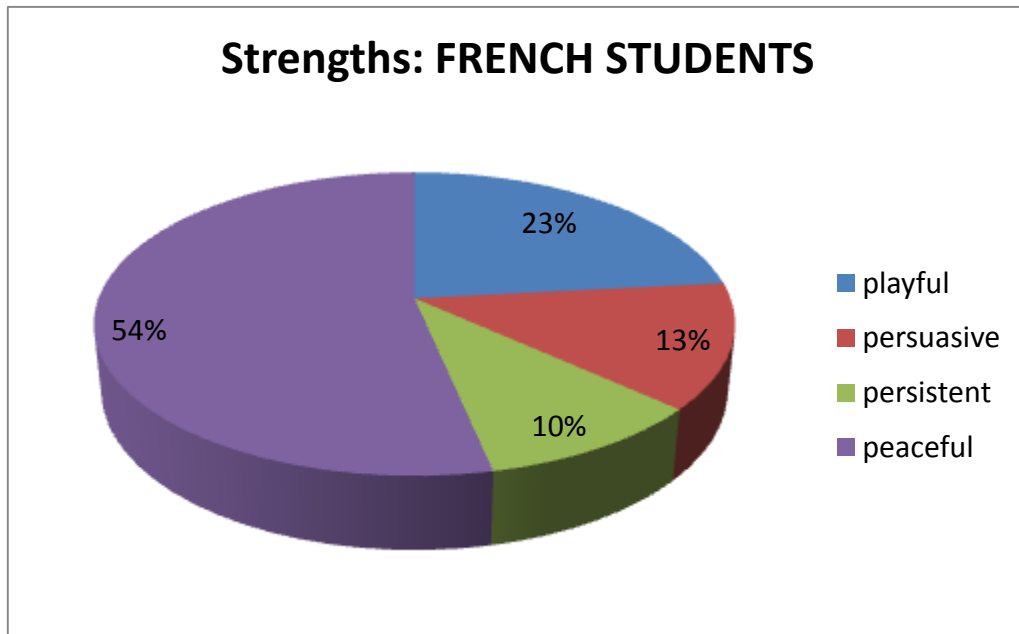
### 8.2.2 Graph 1B



### 8.2.3 Graph 2A

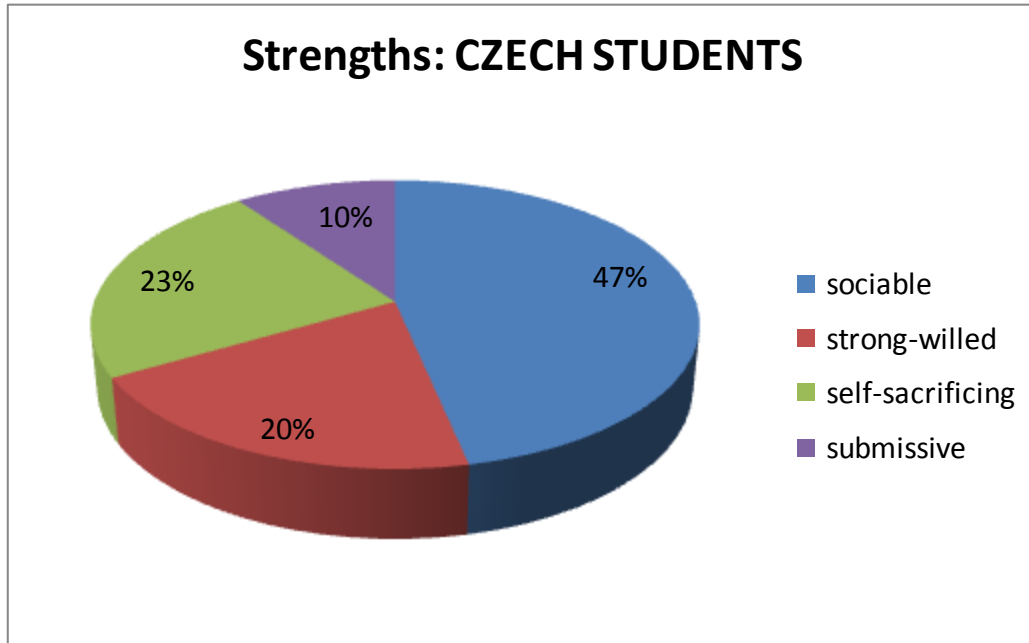


### 8.2.4 Graph 2B

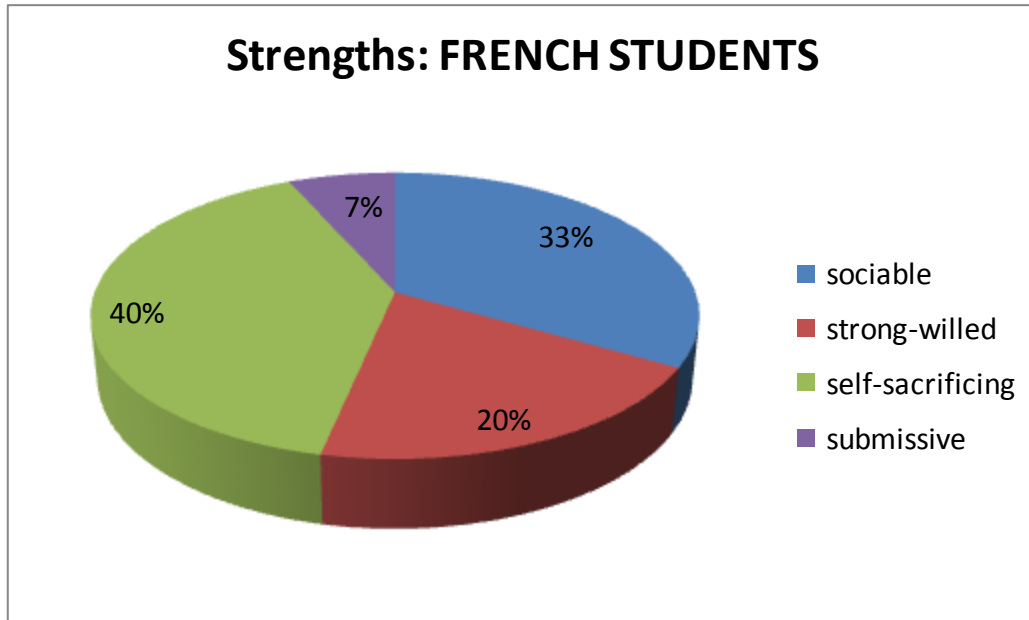




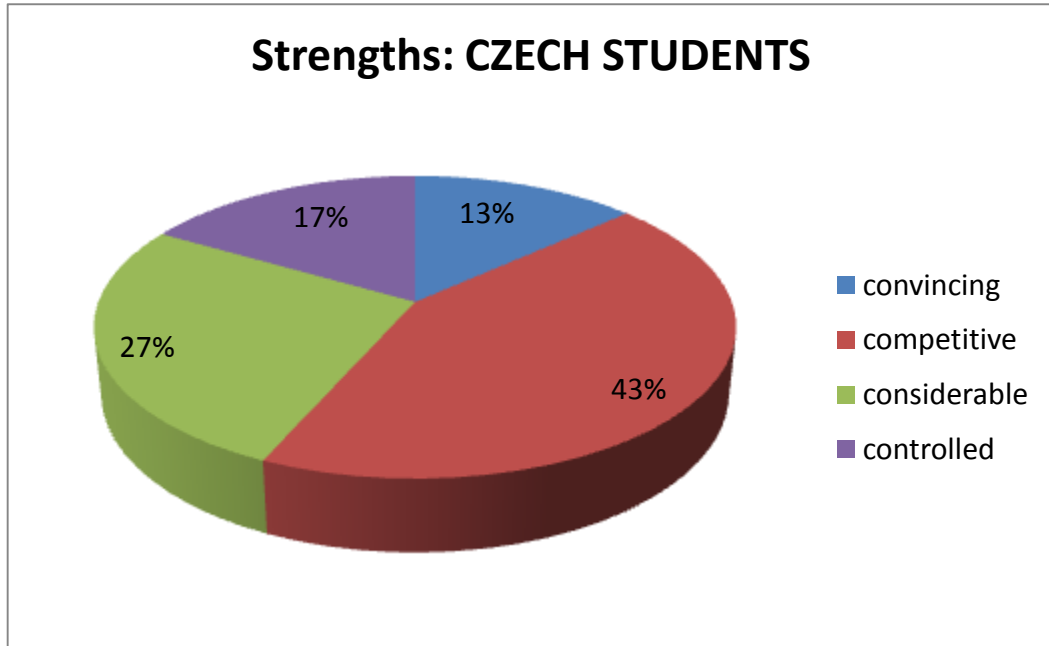
### 8.2.5 Graph 3A



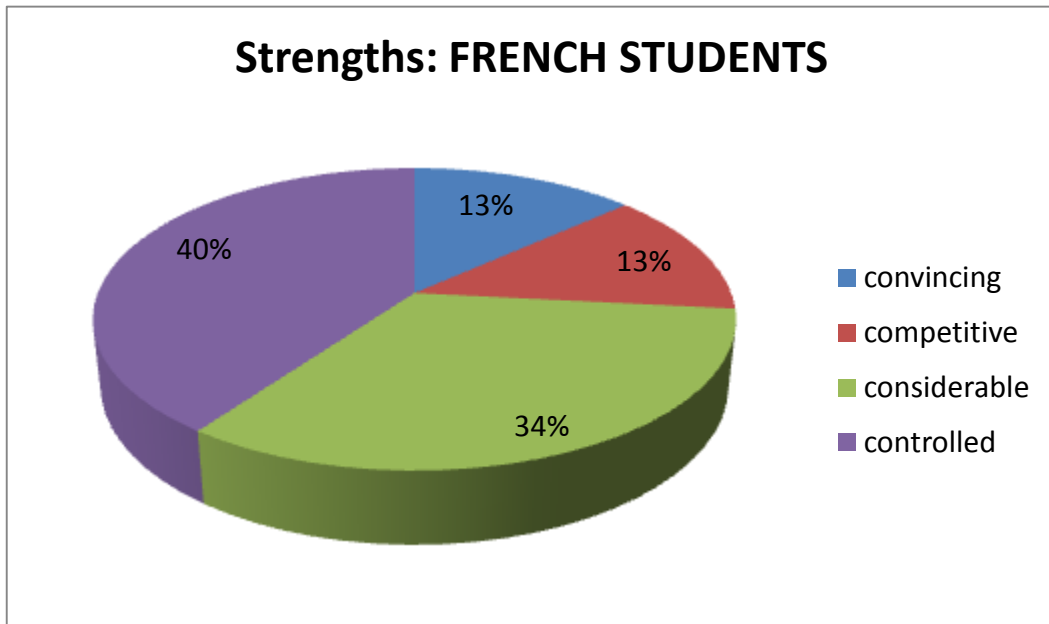
### 8.2.6 Graph 3B



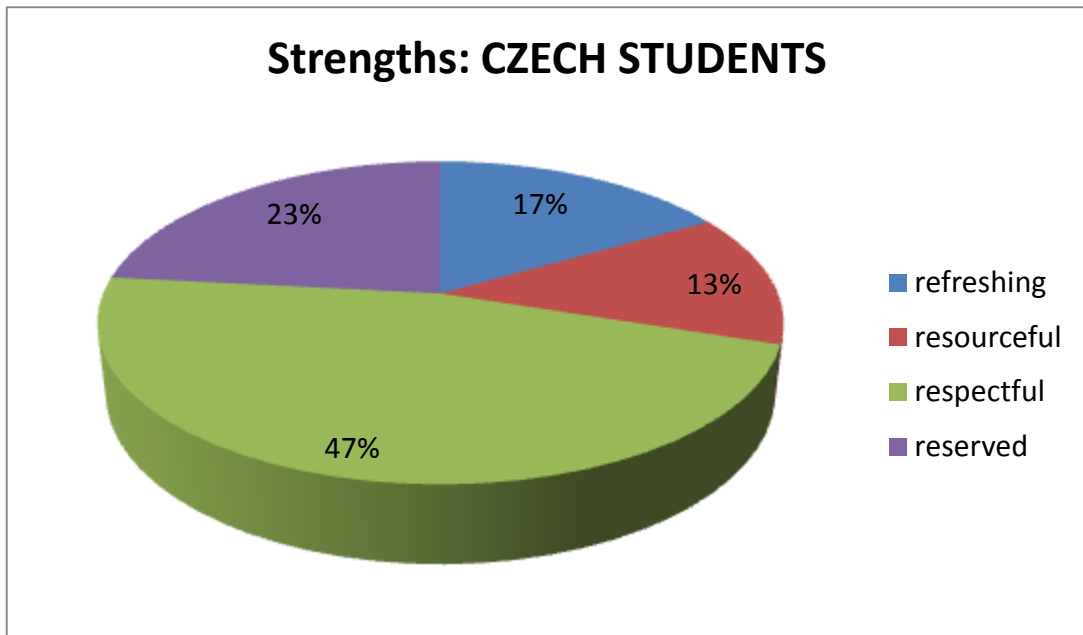
**8.2.7 Graph 4A**



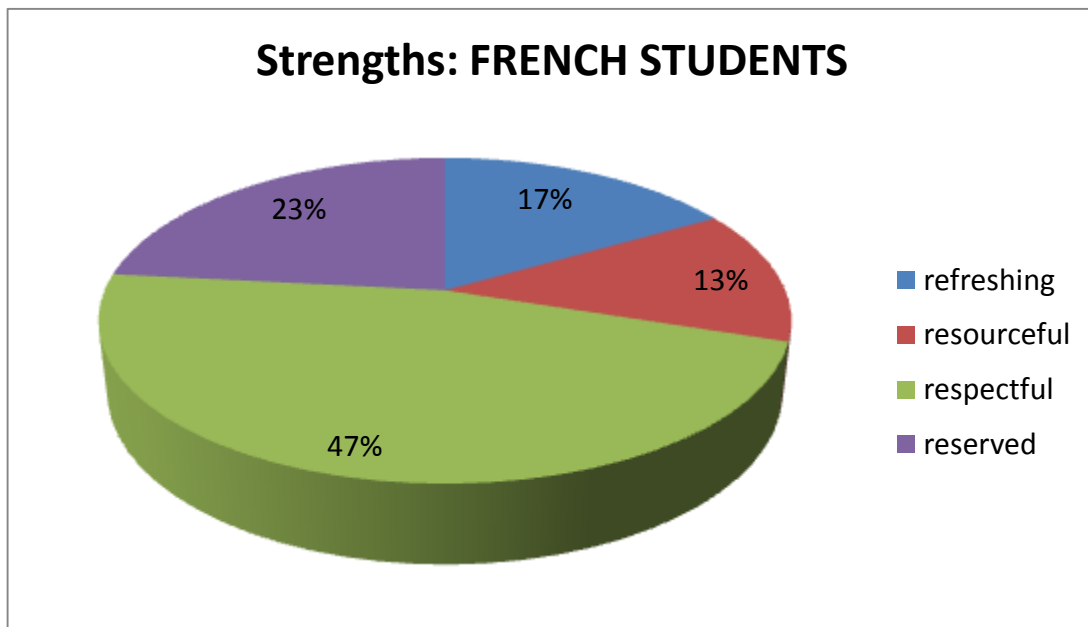
**8.2.8 Graph 4B**



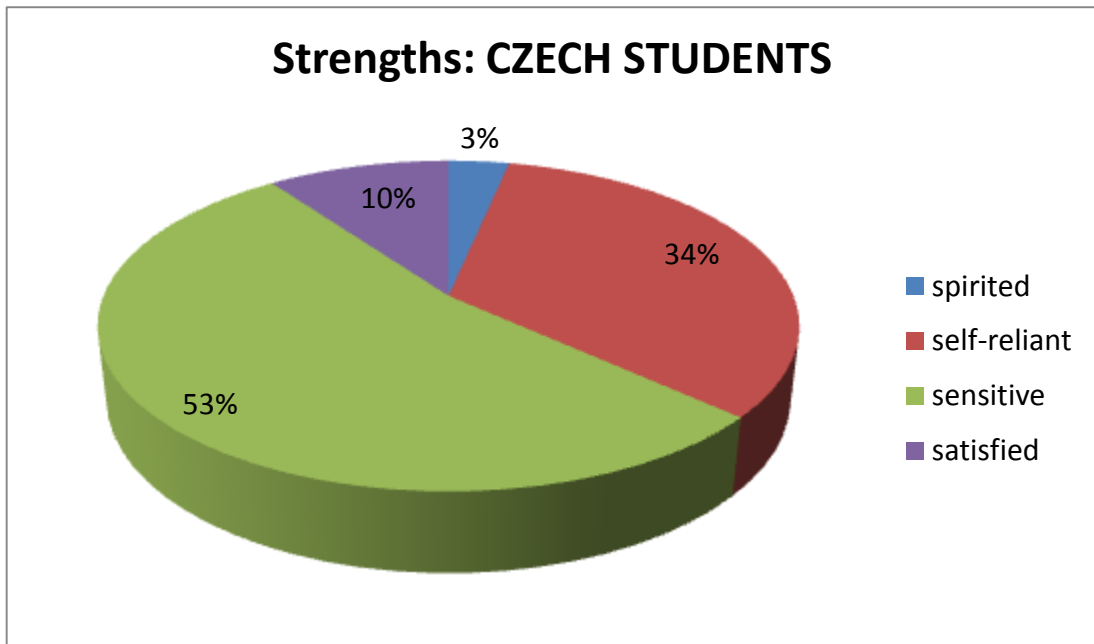
**8.2.9 Graph 5A**



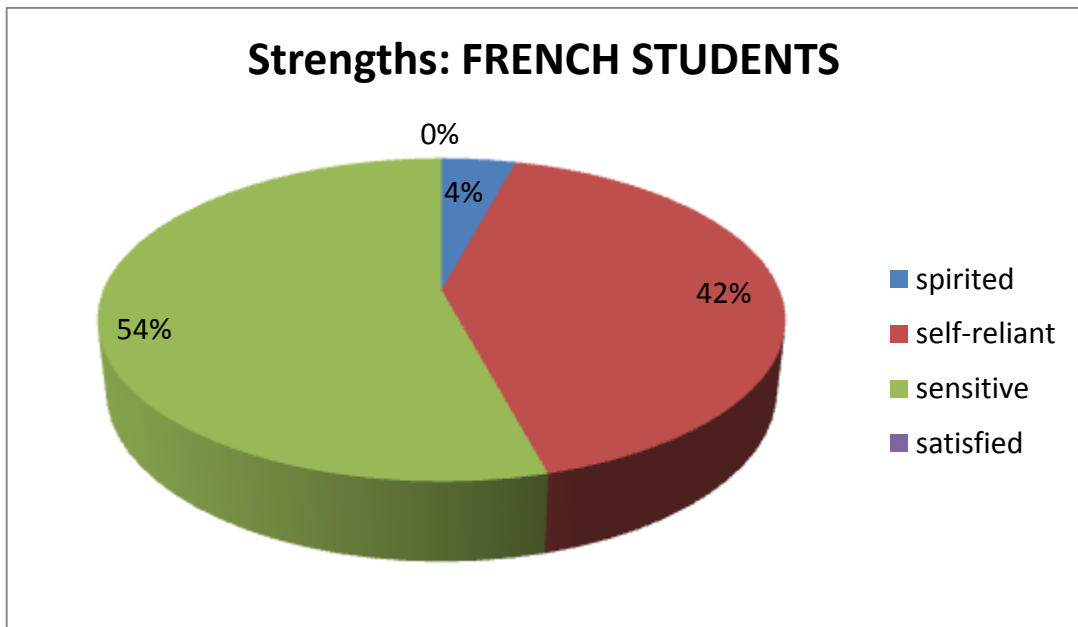
**8.2.10 Graph 5B**



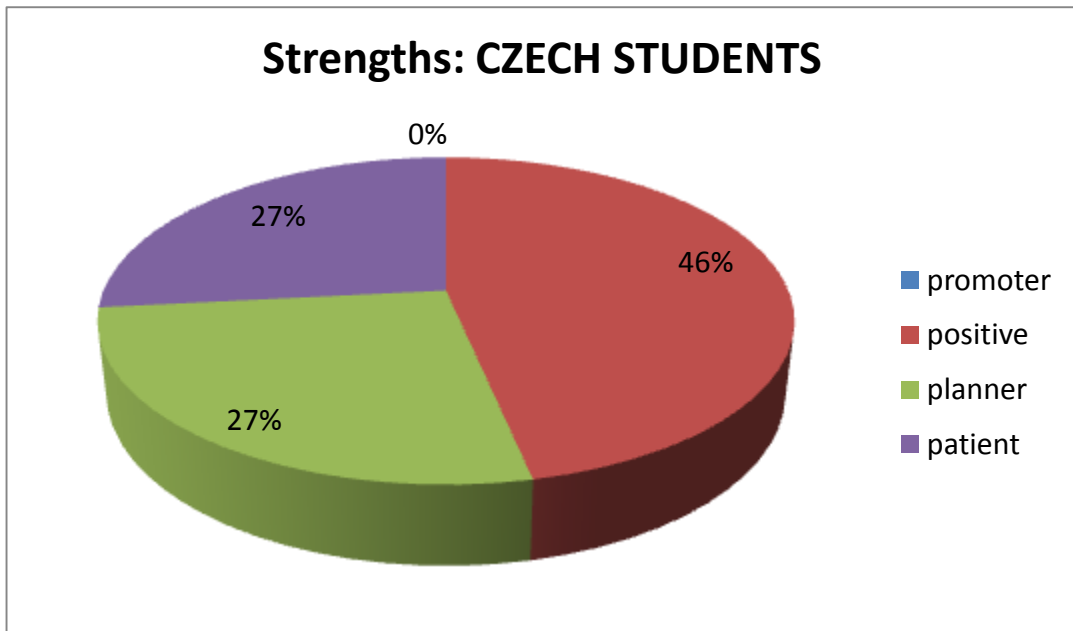
8.2.11 Graph 6A



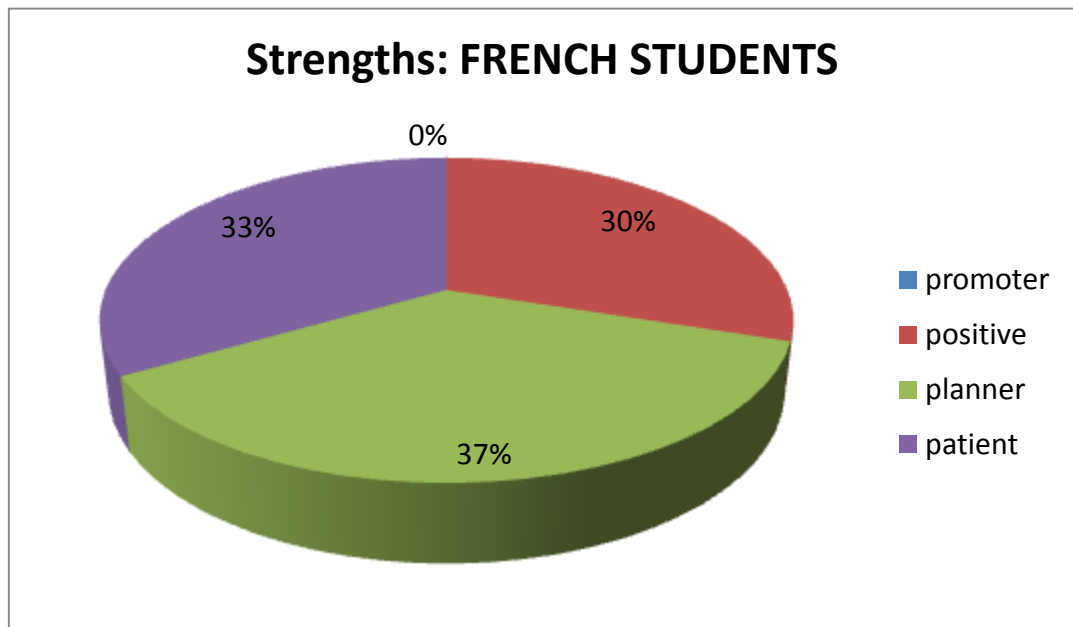
8.2.12 Graph 6B



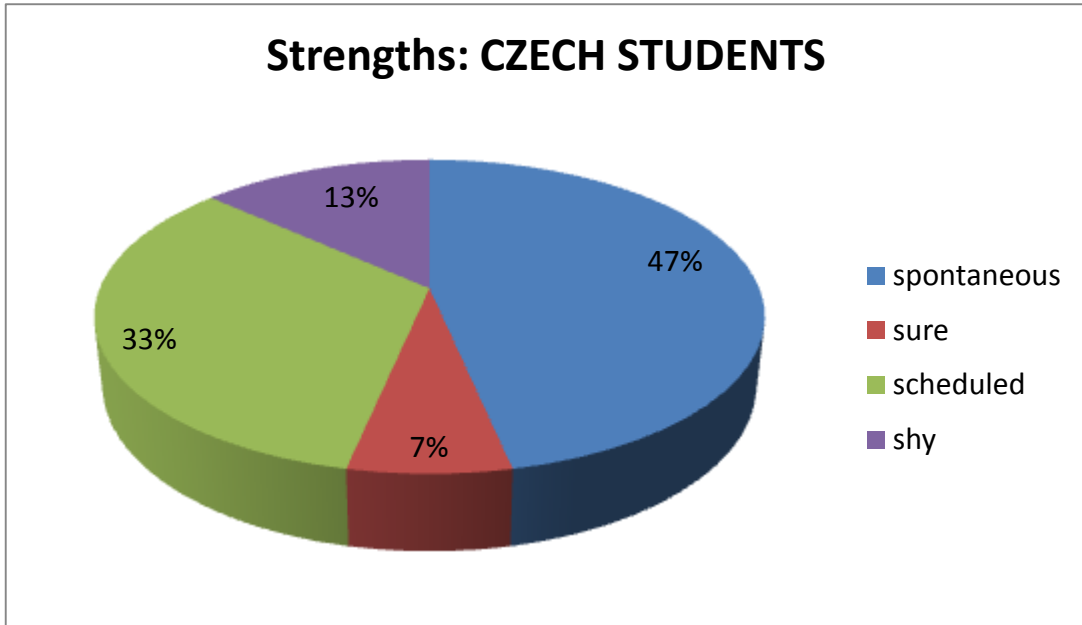
### 8.2.13 Graph 7A



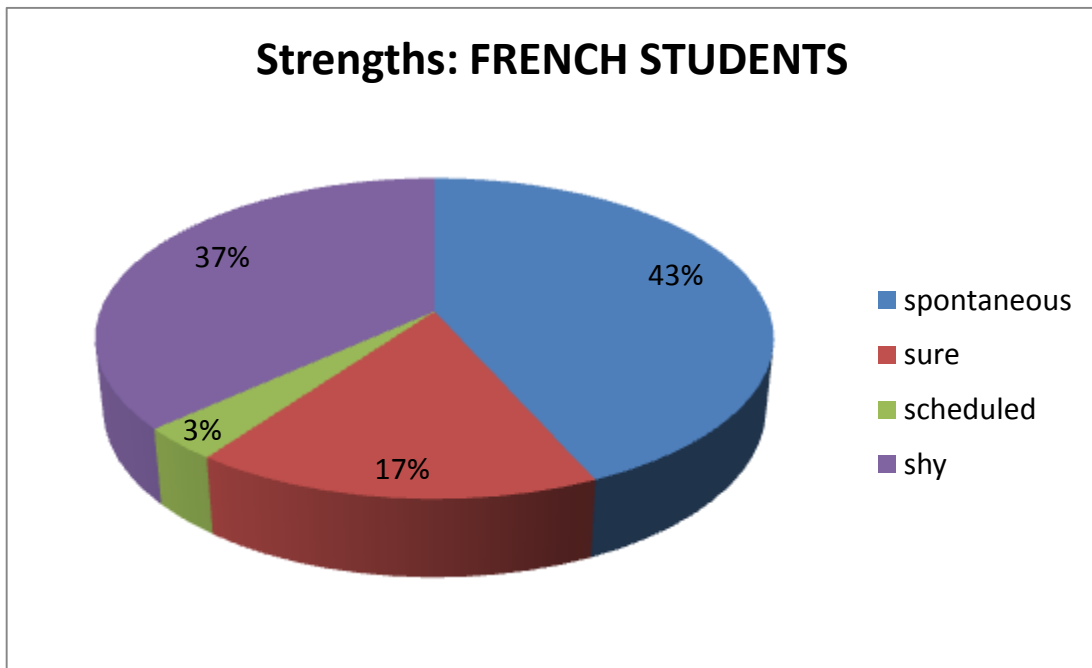
### 8.2.14 Graph 7B



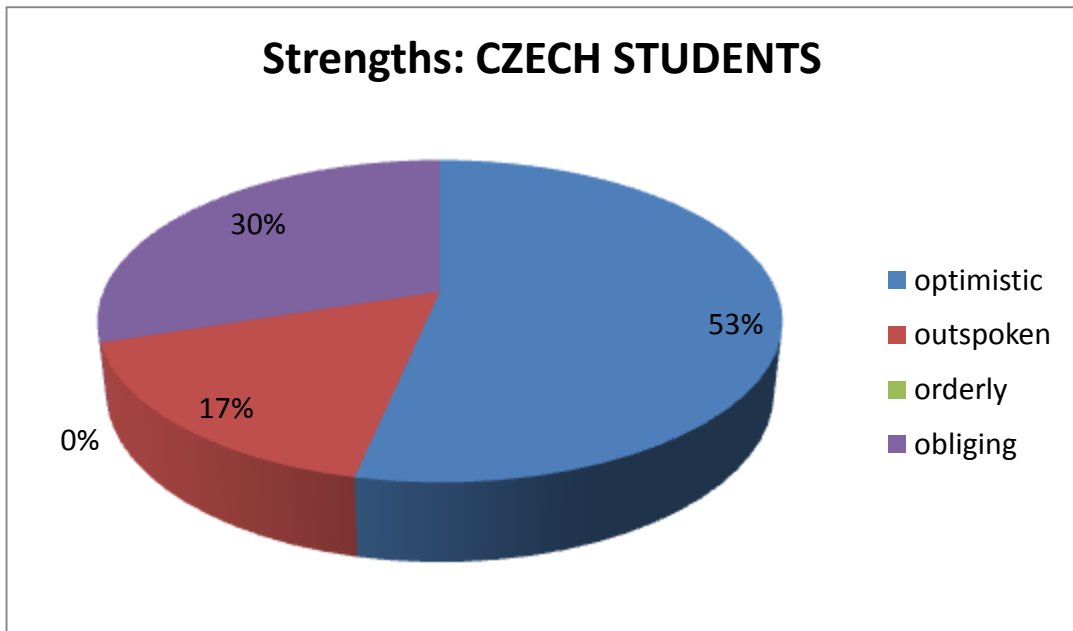
8.2.15 Graph 8A



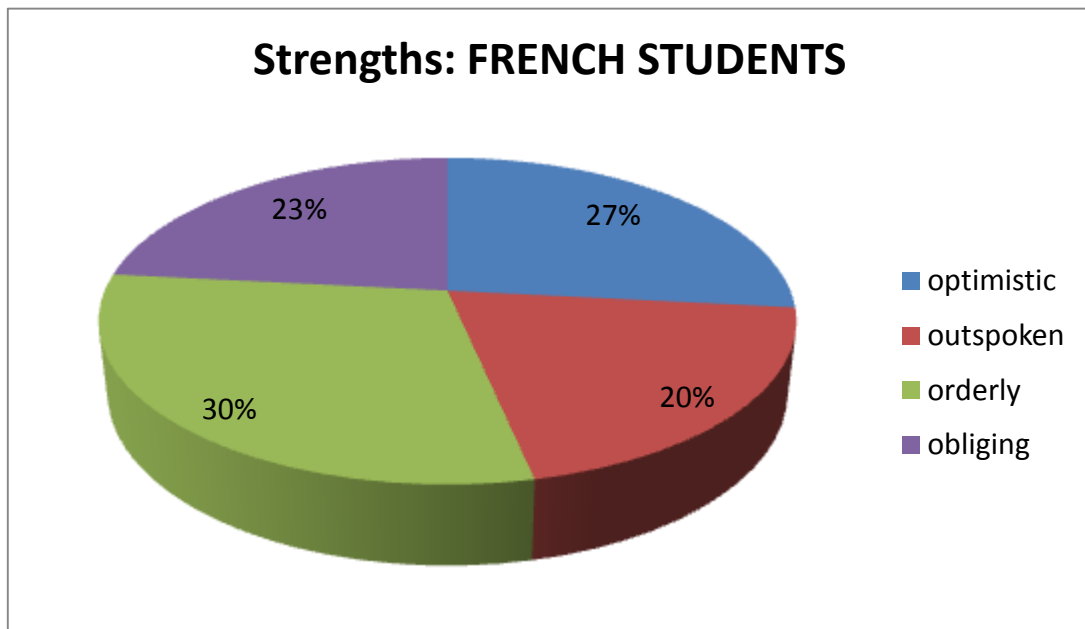
8.2.16 Graph 8B



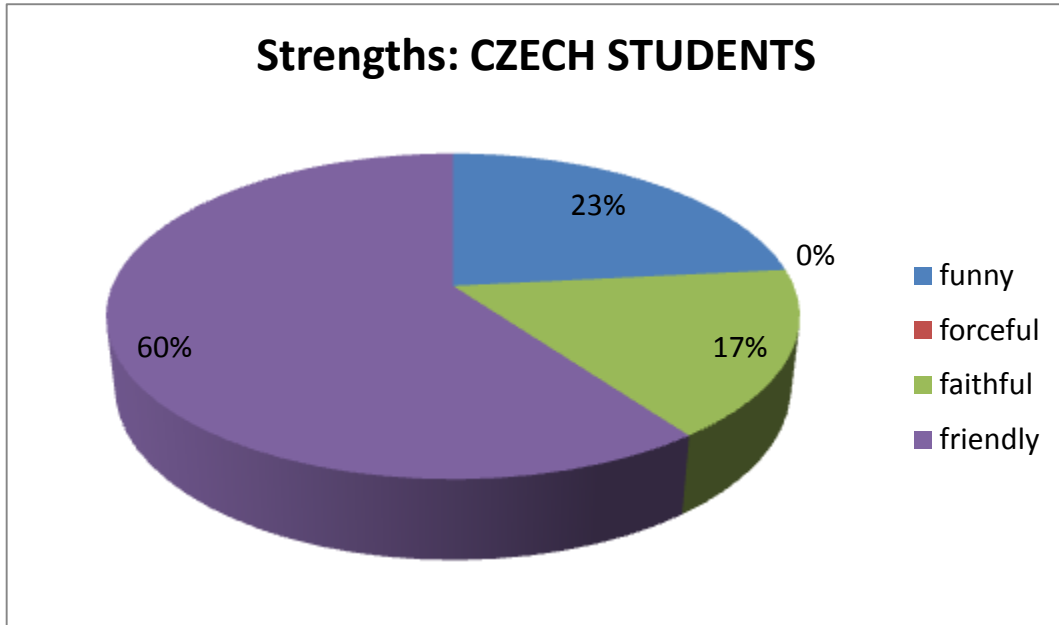
8.2.17 Graph 9A



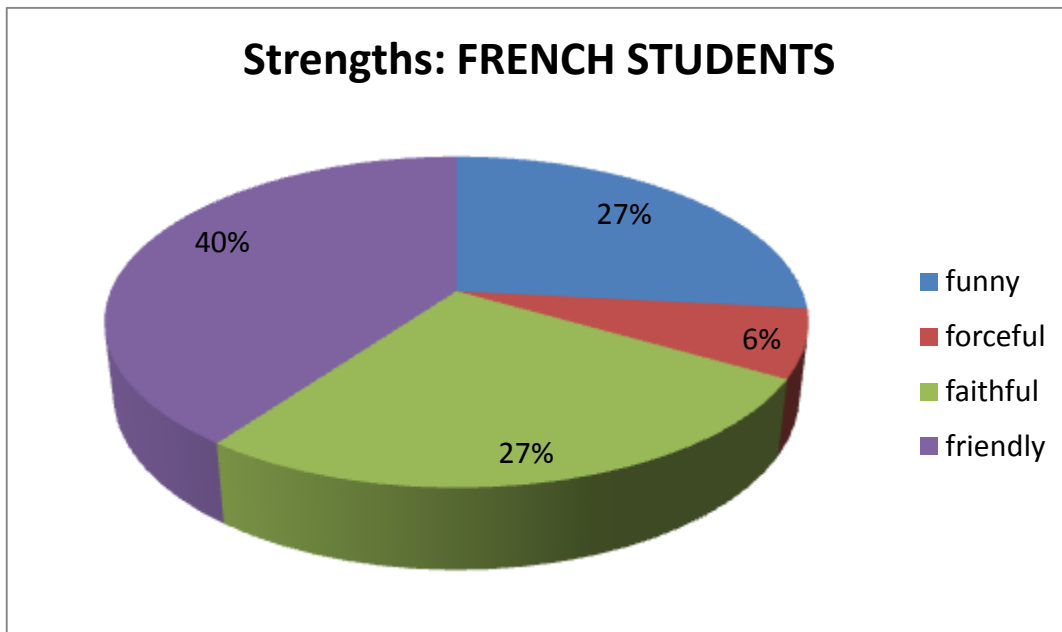
8.2.18 Graph 9B



### 8.2.19 Graph 10A

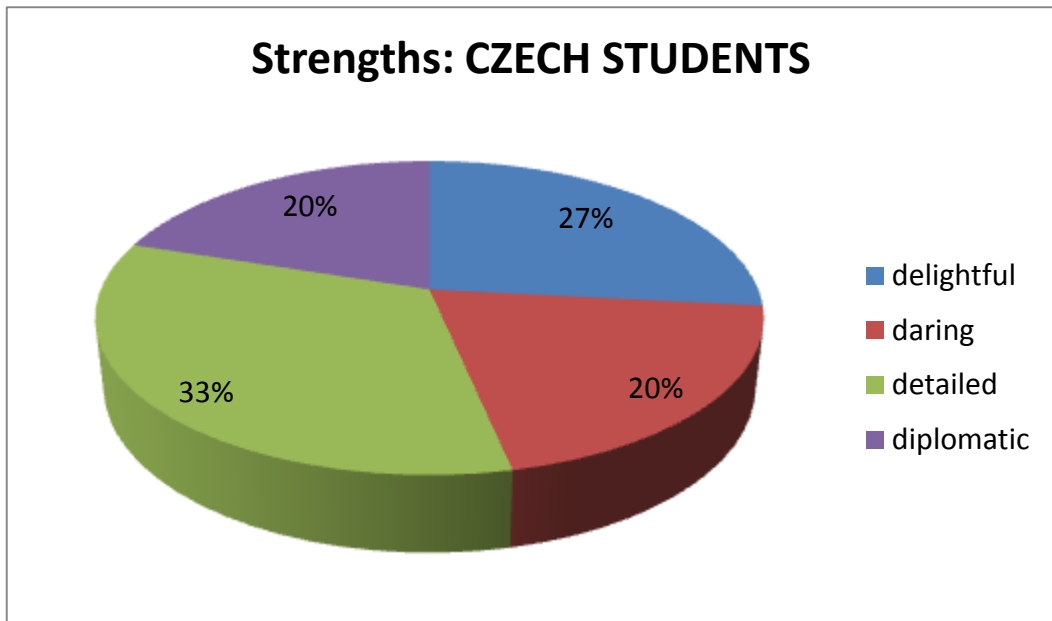


### 8.2.20 Graph 10B

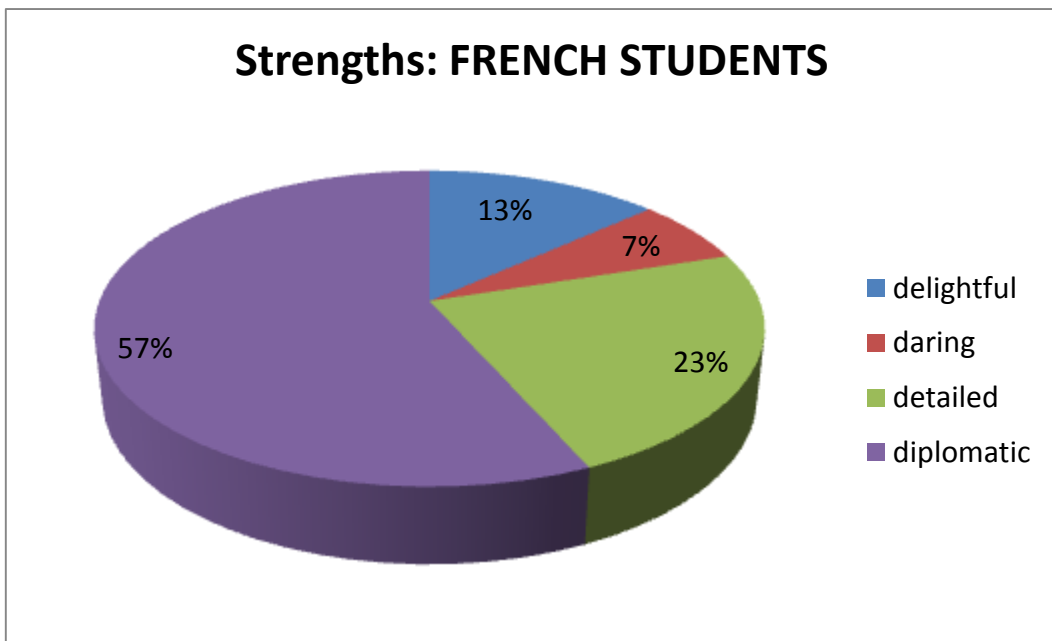




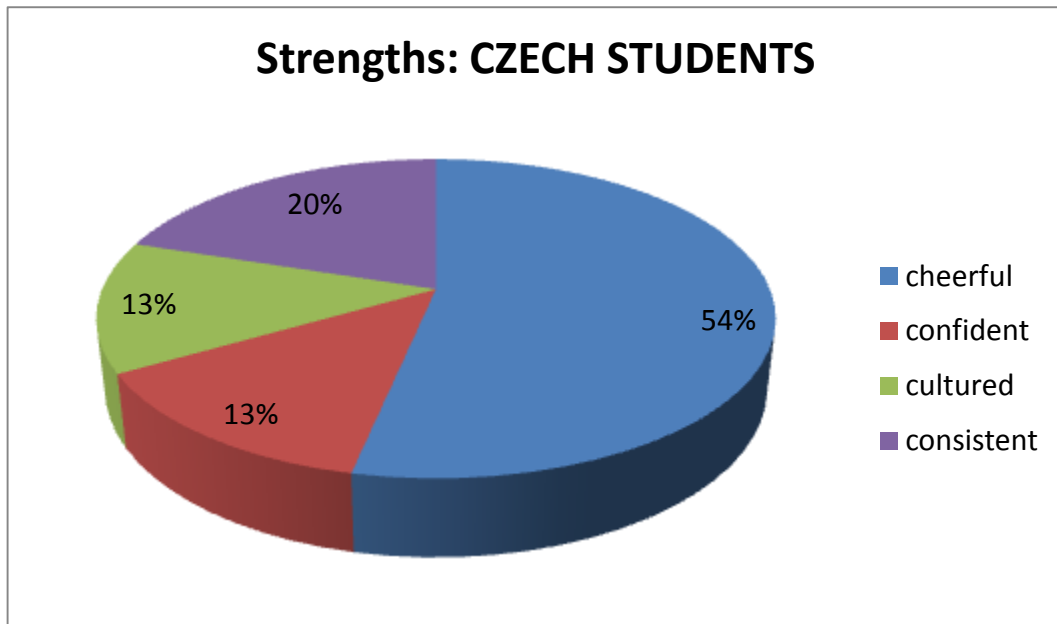
### 8.2.21 Graph 11A



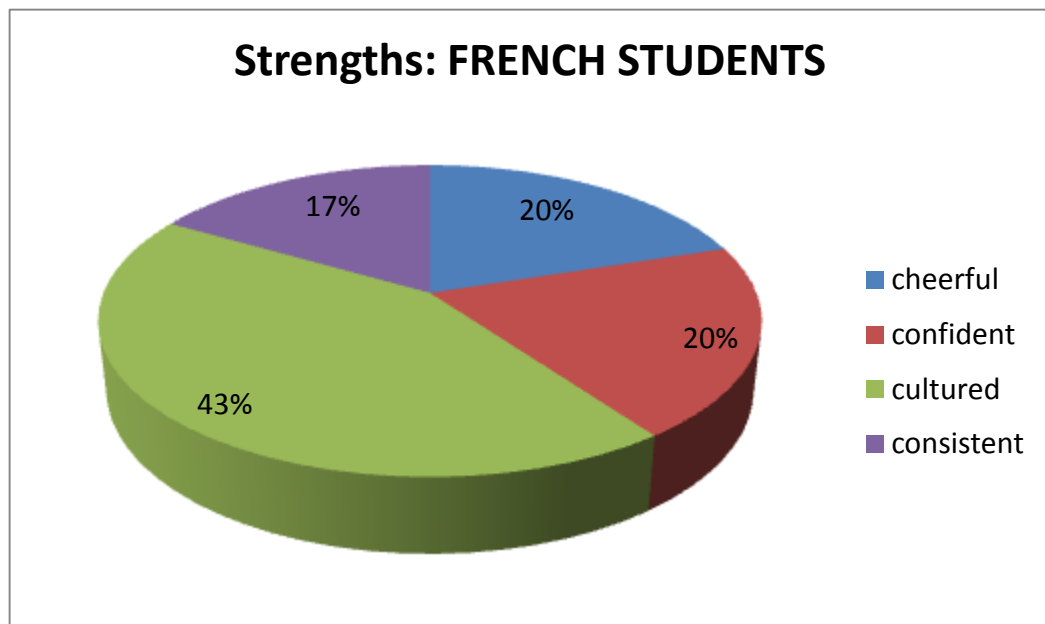
### 8.2.22 Graph 11B



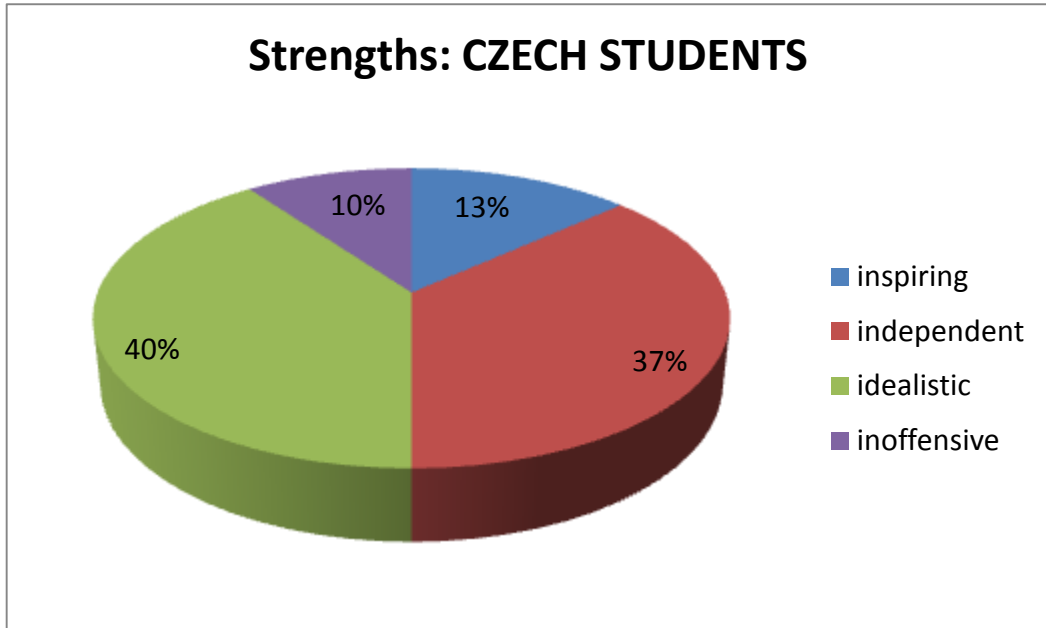
### 8.2.23 Graph 12A



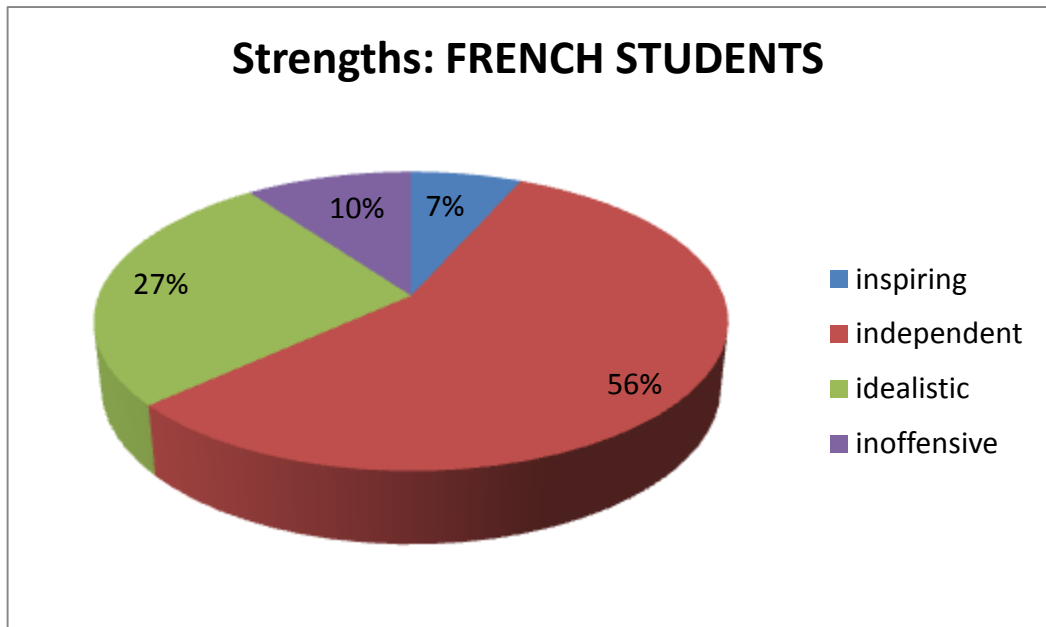
### 8.2.24 Graph 12B



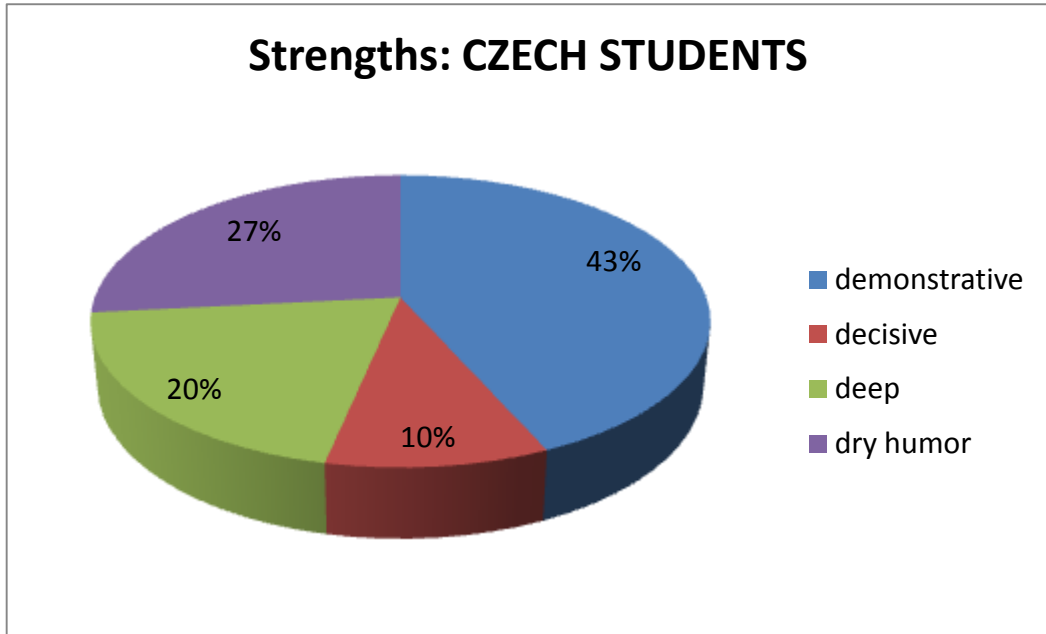
8.2.25 Graph 13A



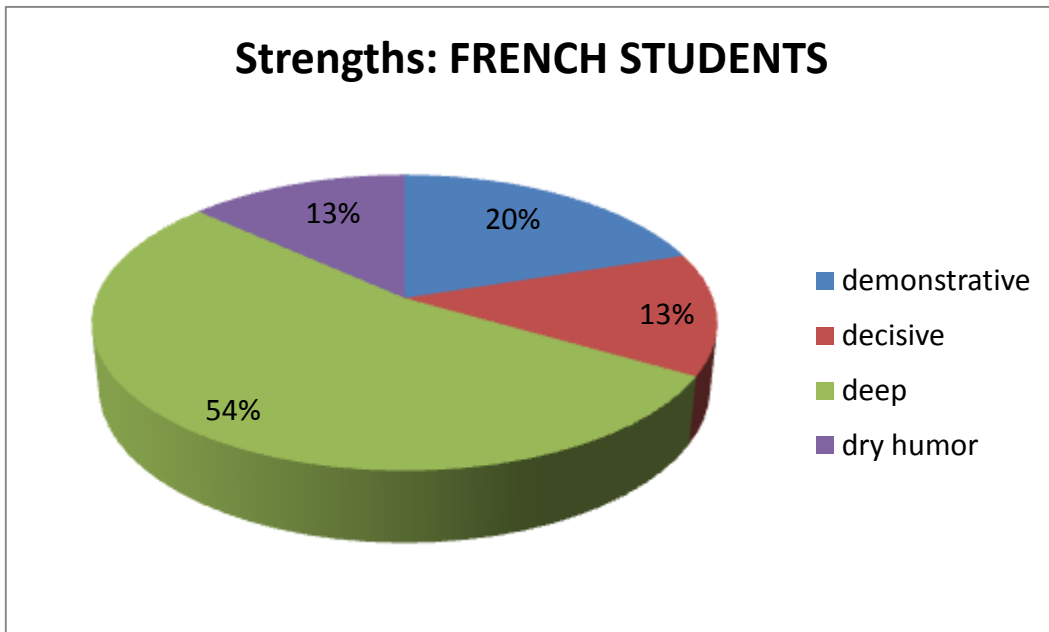
8.2.26 Graph 13B



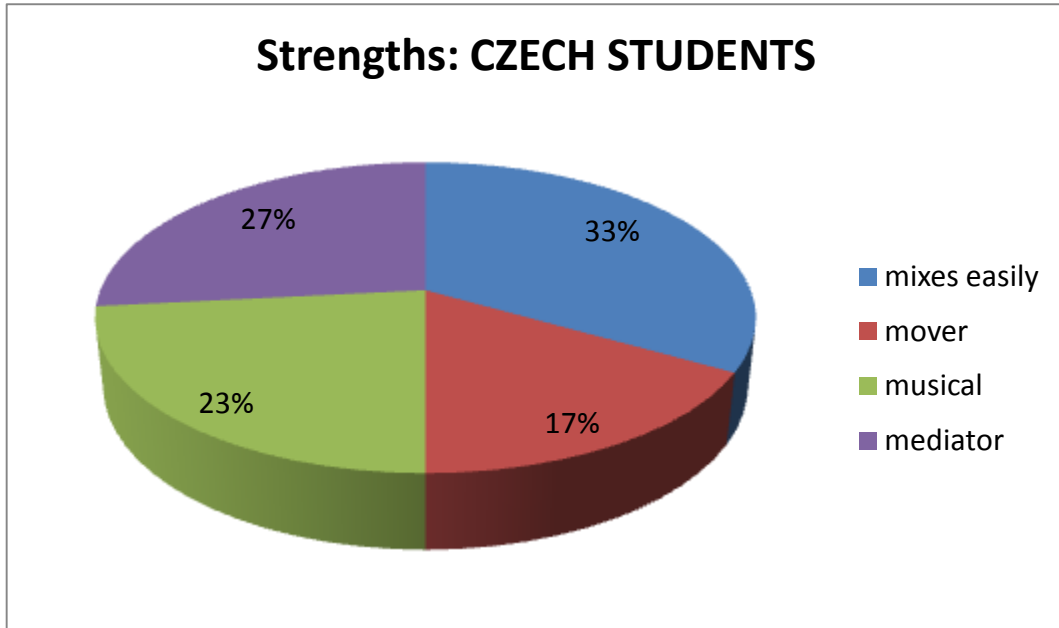
8.2.27 Graph 14A



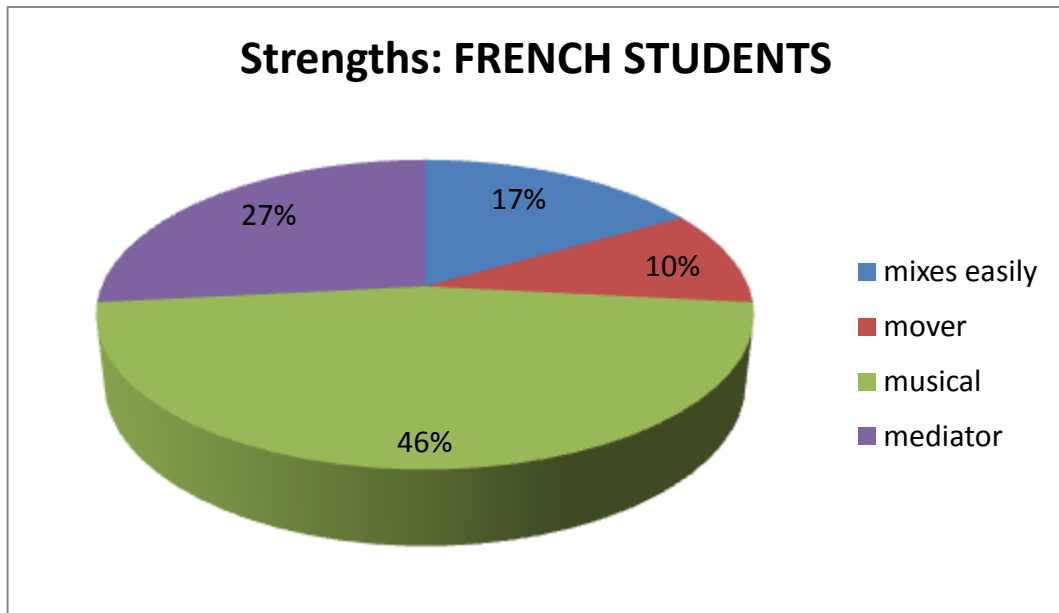
8.2.28 Graph 14B



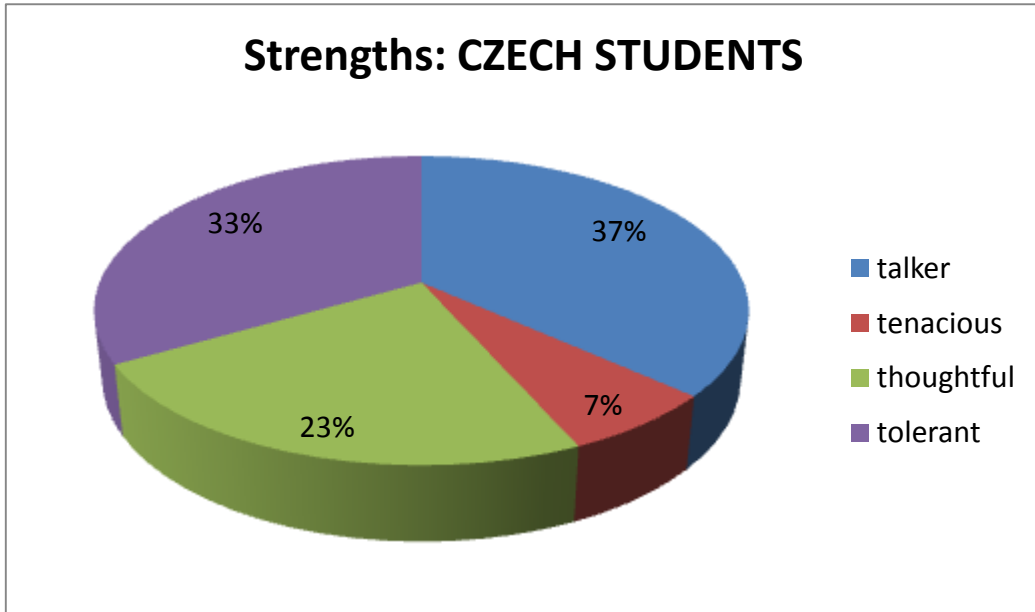
### 8.2.29 Graph 15A



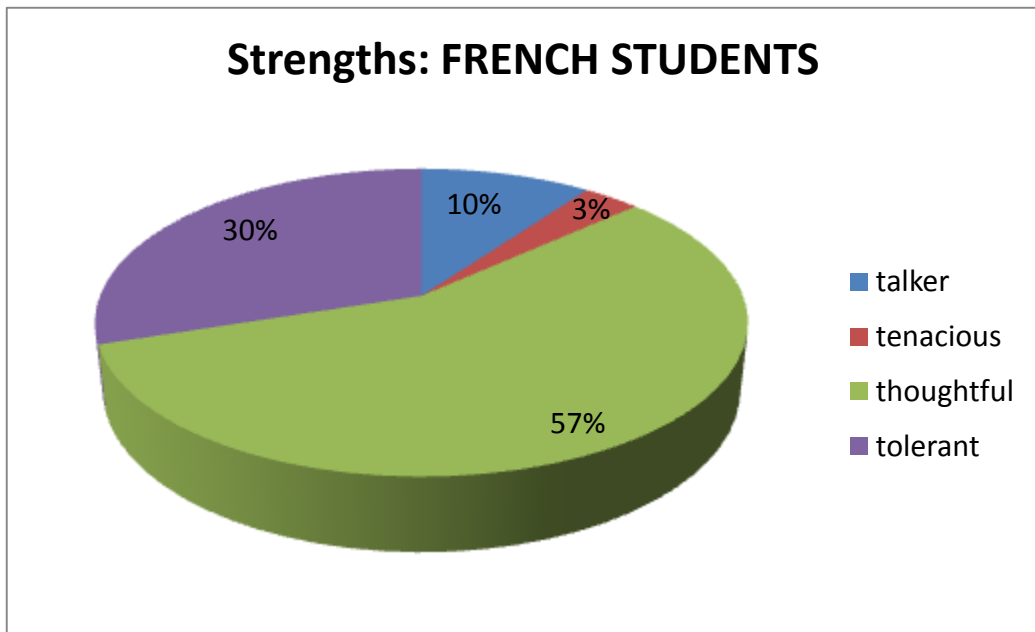
### 8.2.30 Graph 15B



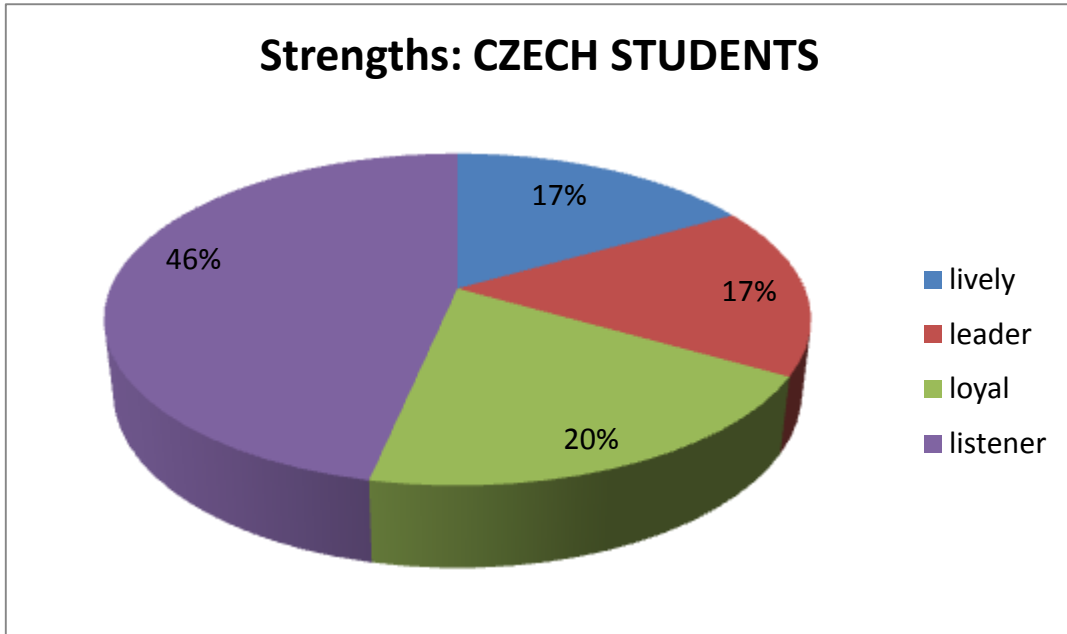
**8.2.31 Graph 16A**



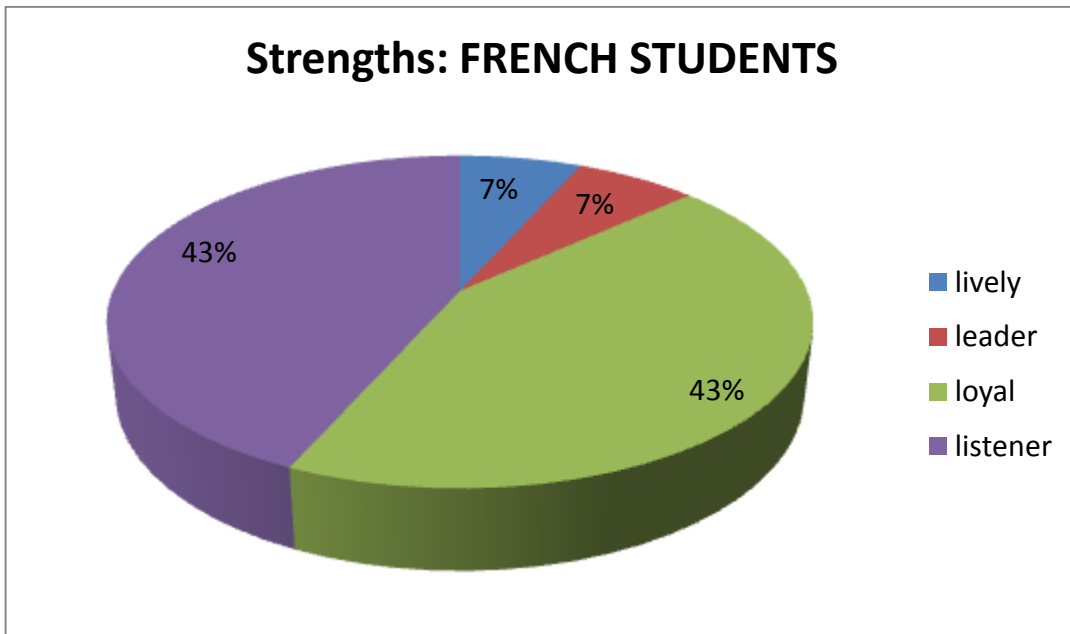
**8.2.32 Graph 16B**



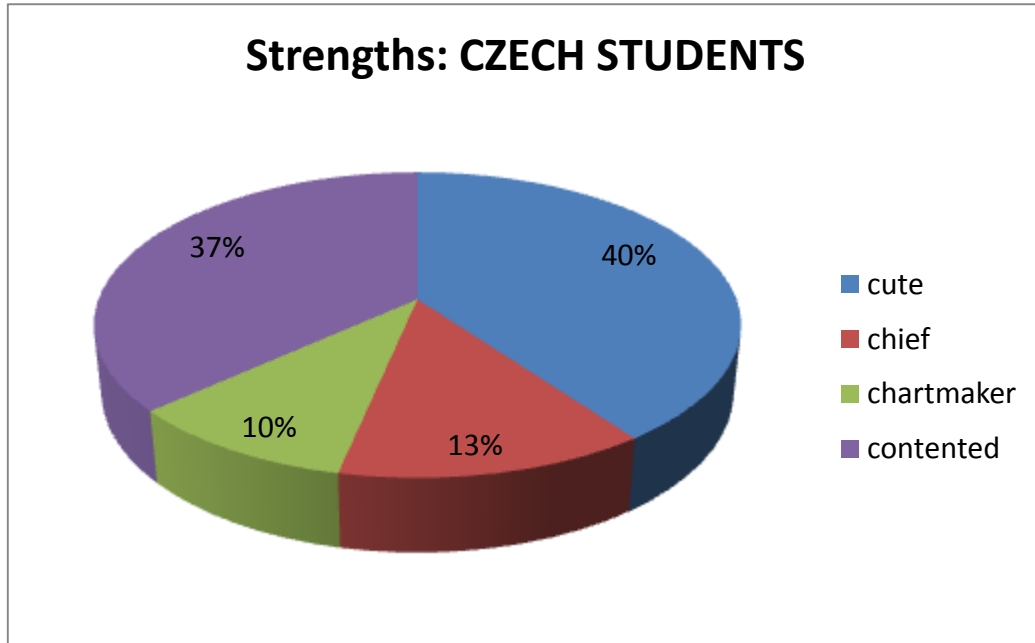
8.2.33 Graph 17A



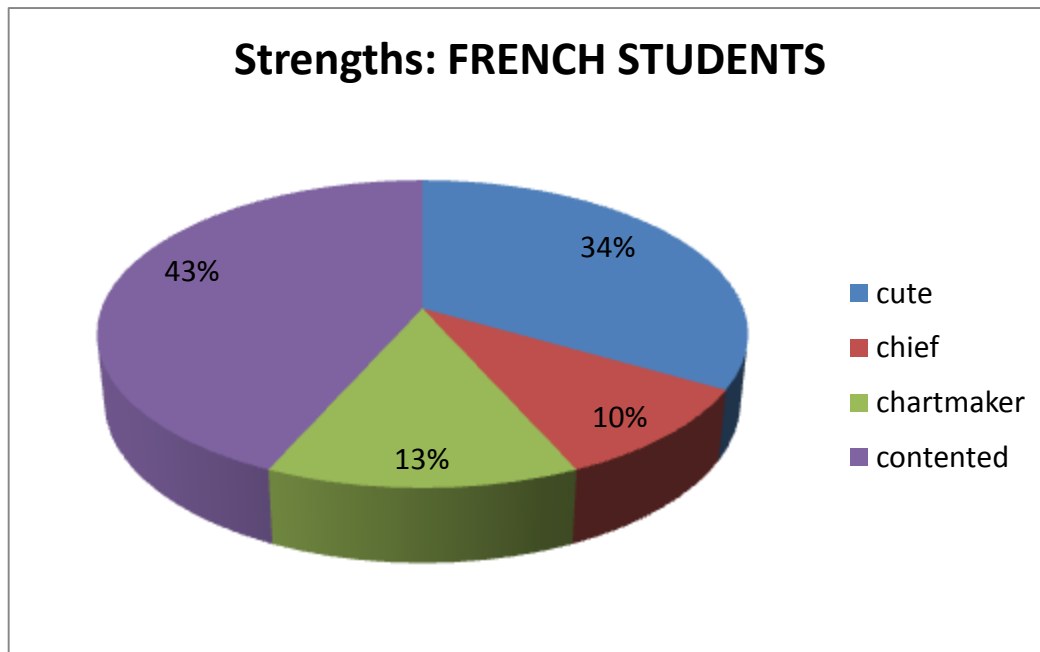
8.2.34 Graph 17B



8.2.35 Graph 18A

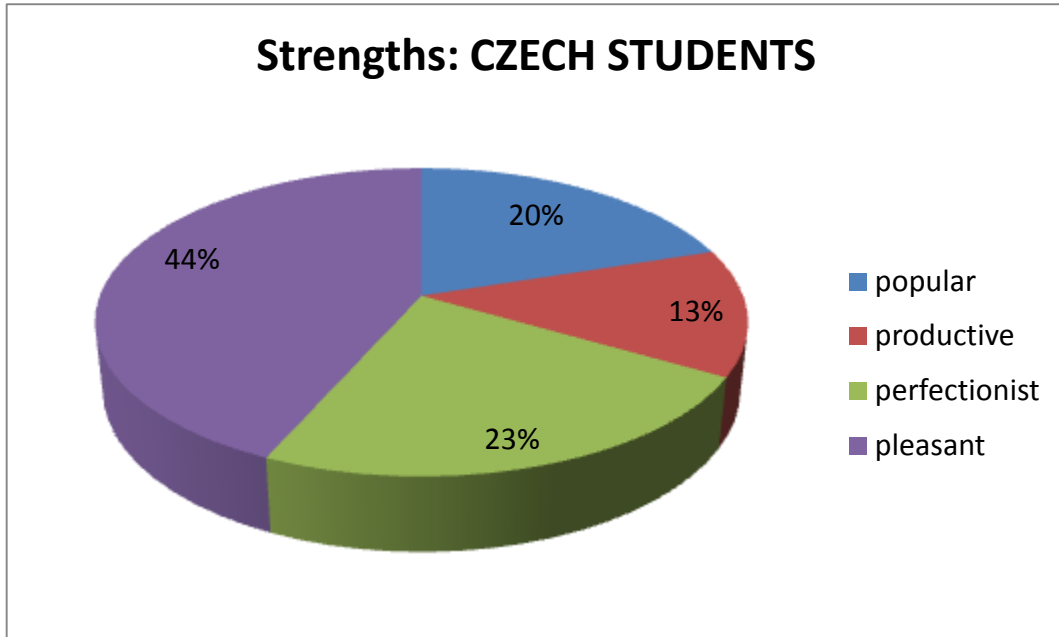


8.2.36 Graph 18B

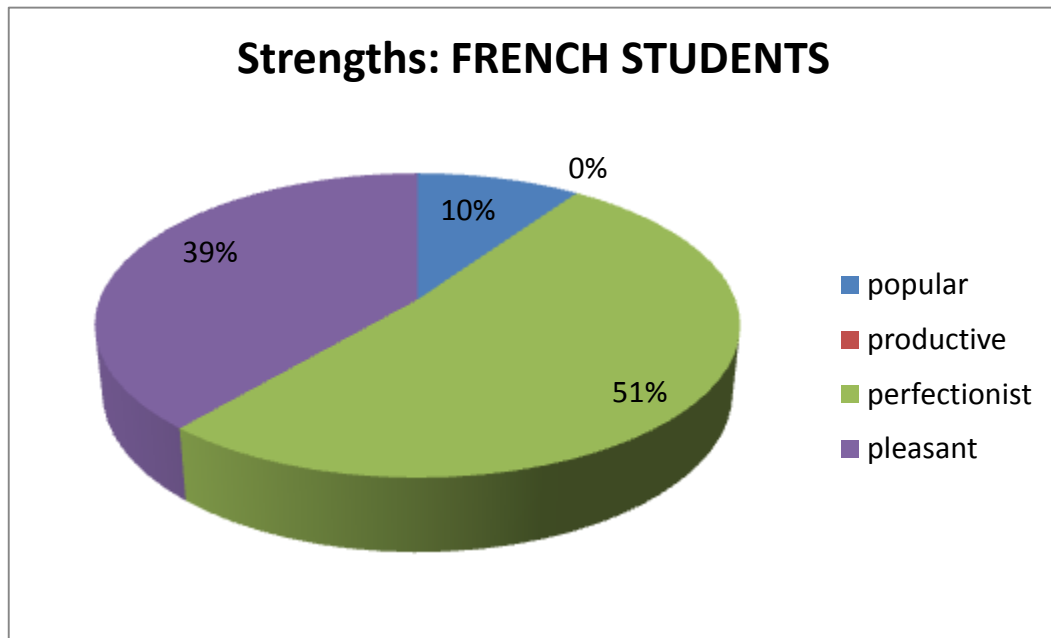




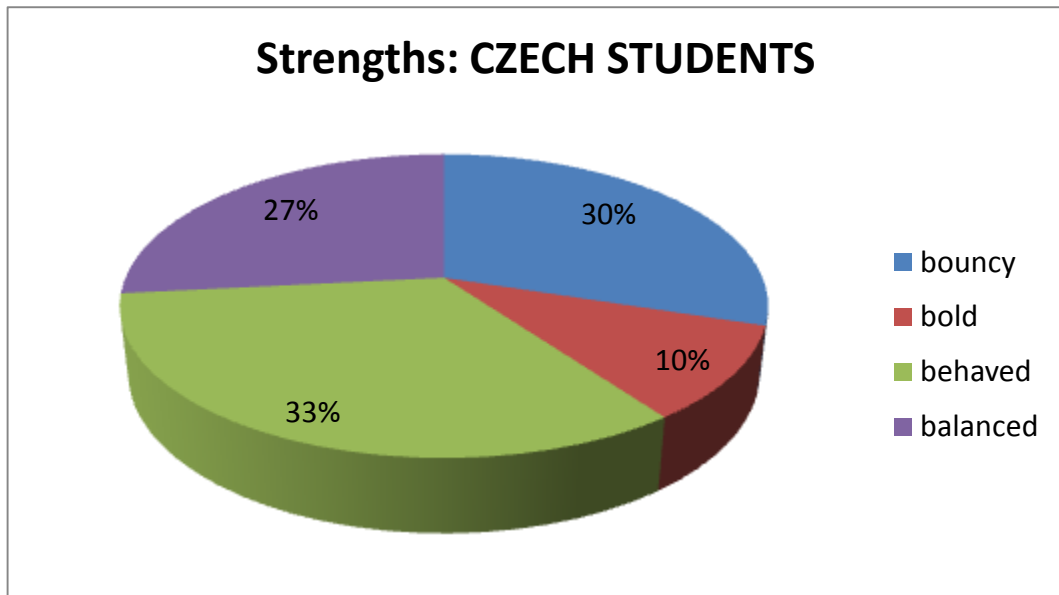
8.2.37 Graph 19A



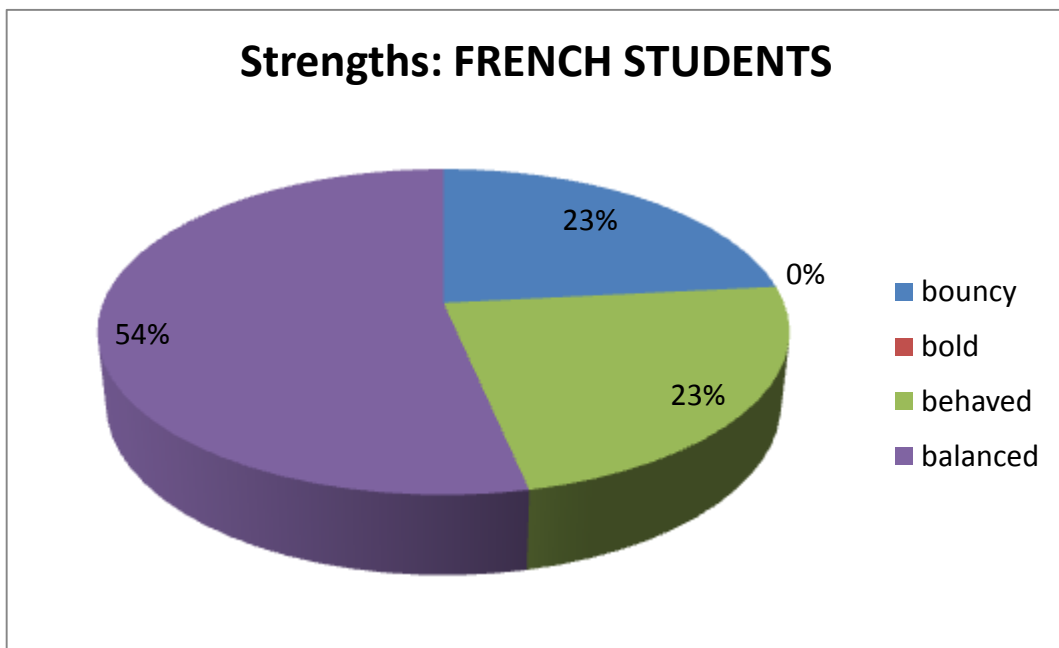
8.2.38 Graph 19B



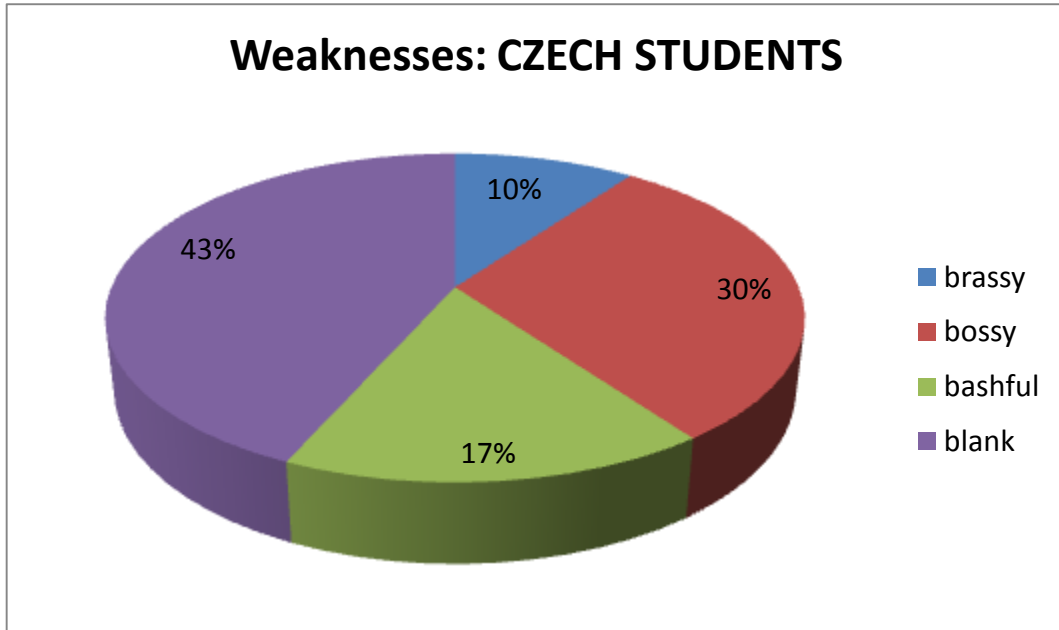
**8.2.39 Graph 20A**



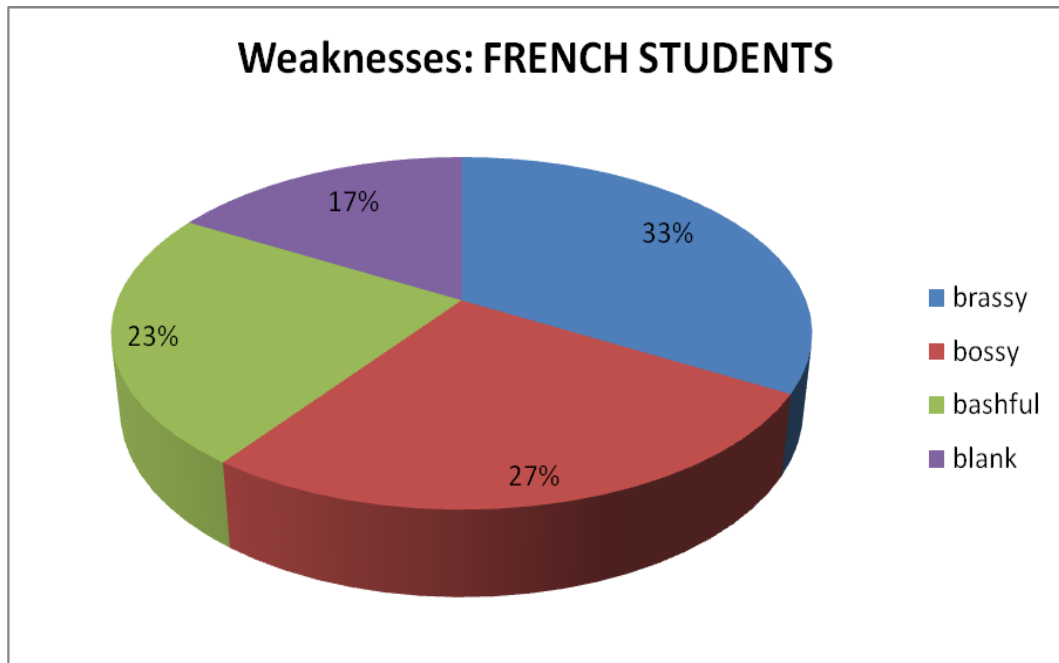
**8.2.40 Graph 20B**



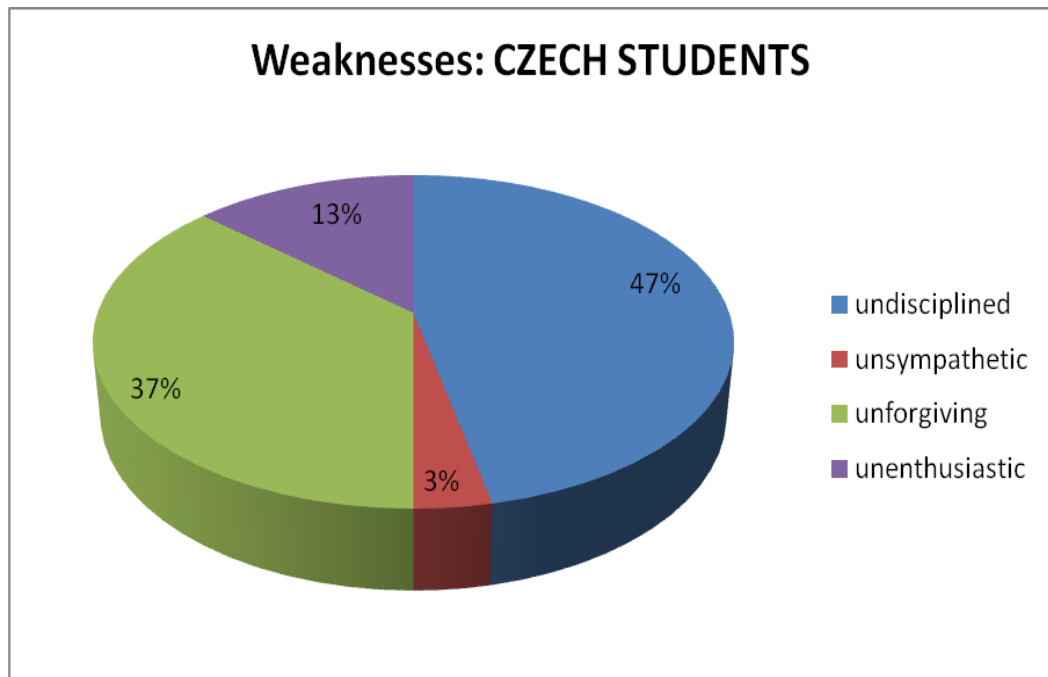
**8.2.41 Graph 21A**



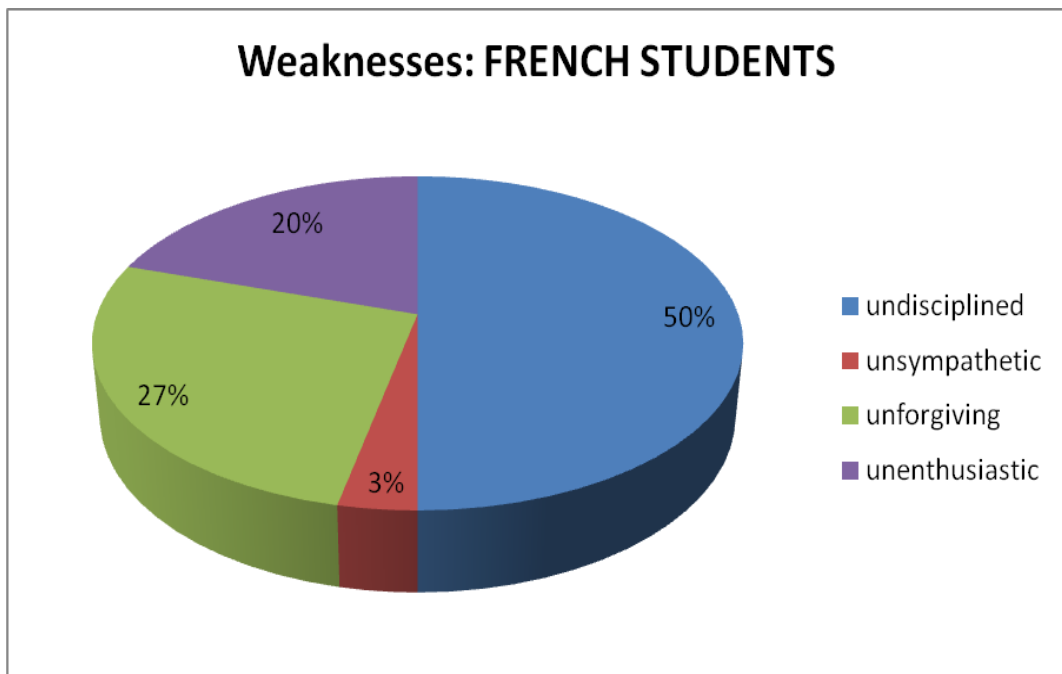
**8.2.42 Graph 21B**



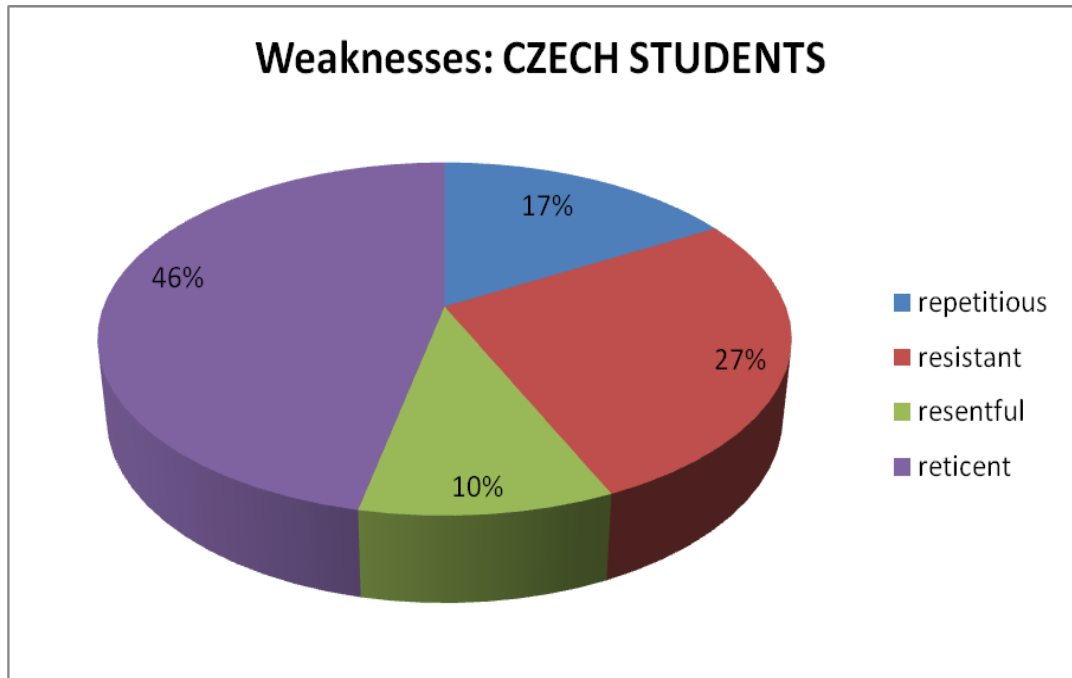
### 8.2.43 Graph 22A



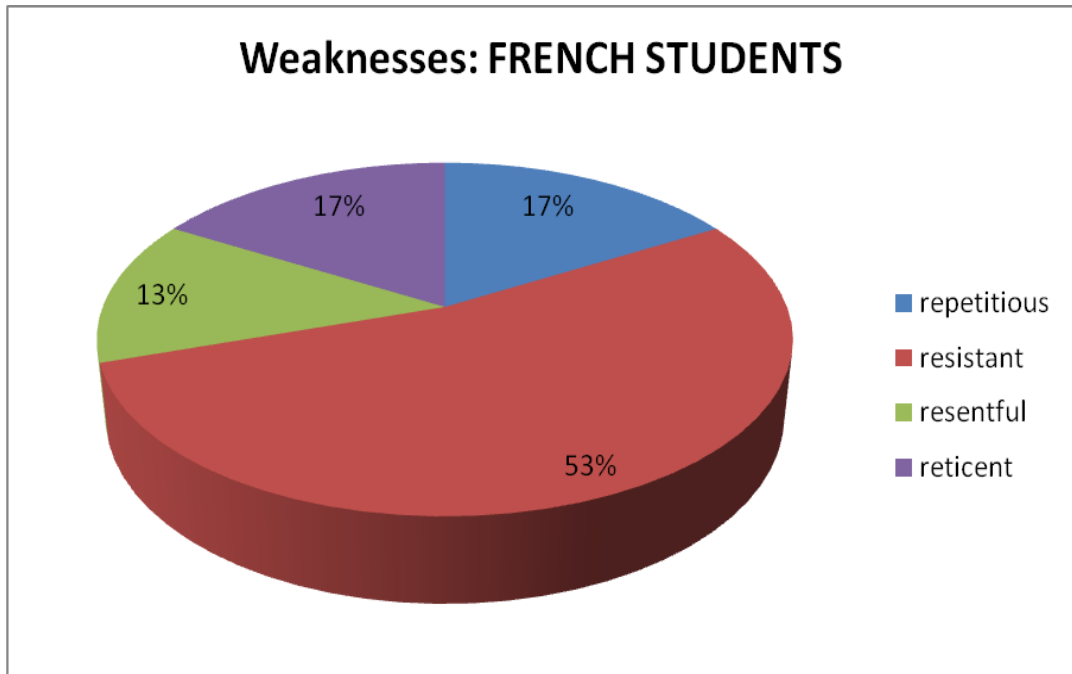
### 8.2.44 Graph 22B



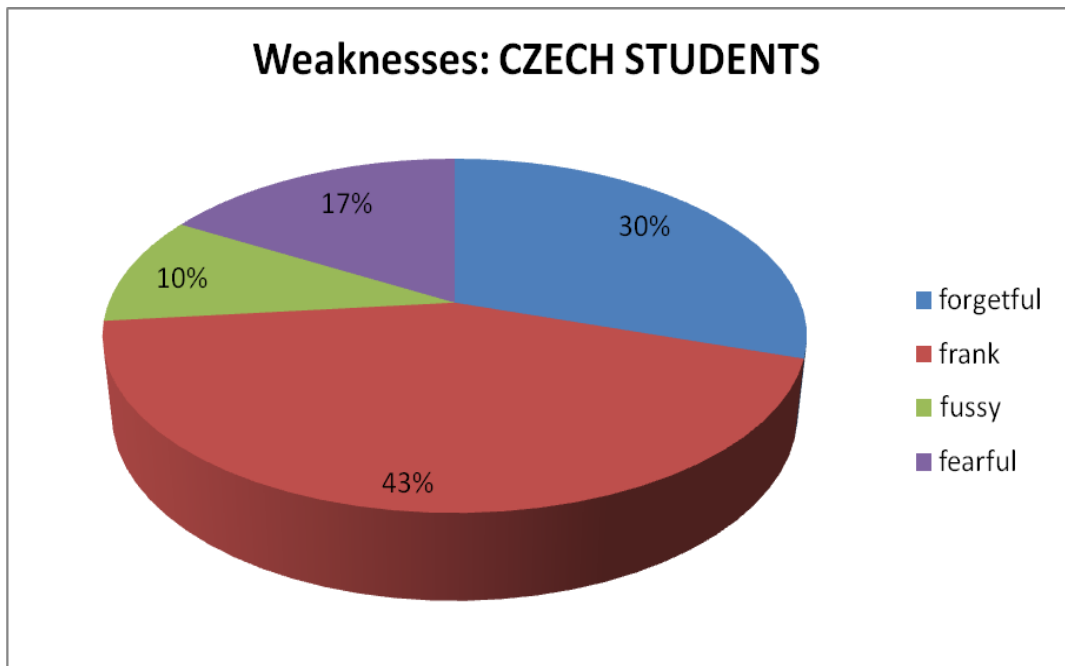
8.2.45 Graph 23A



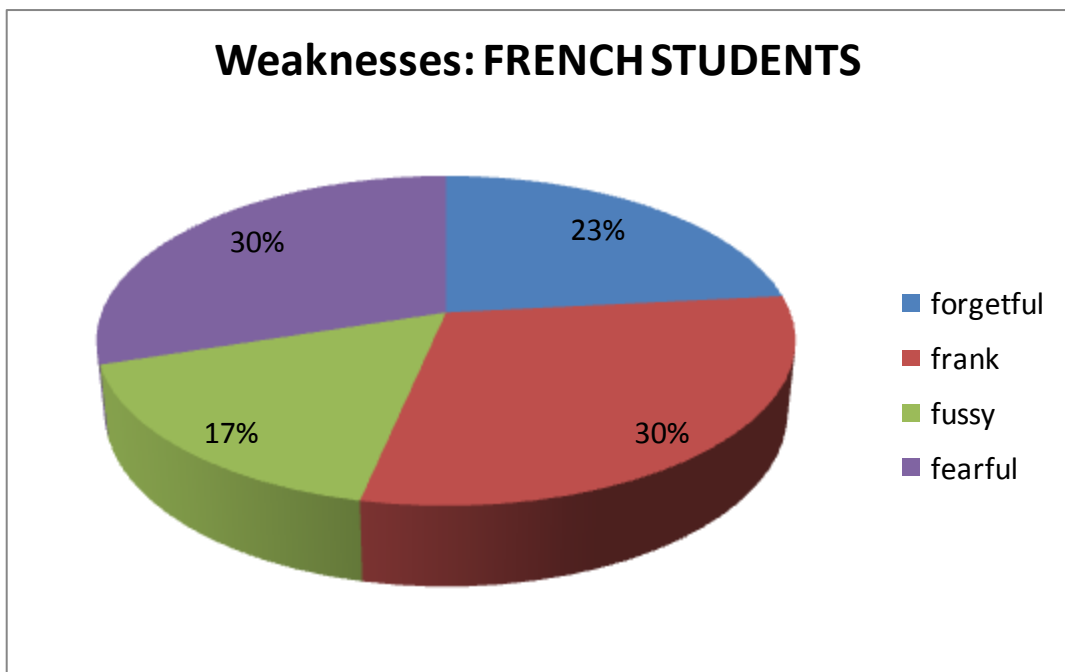
8.2.46 Graph 23B



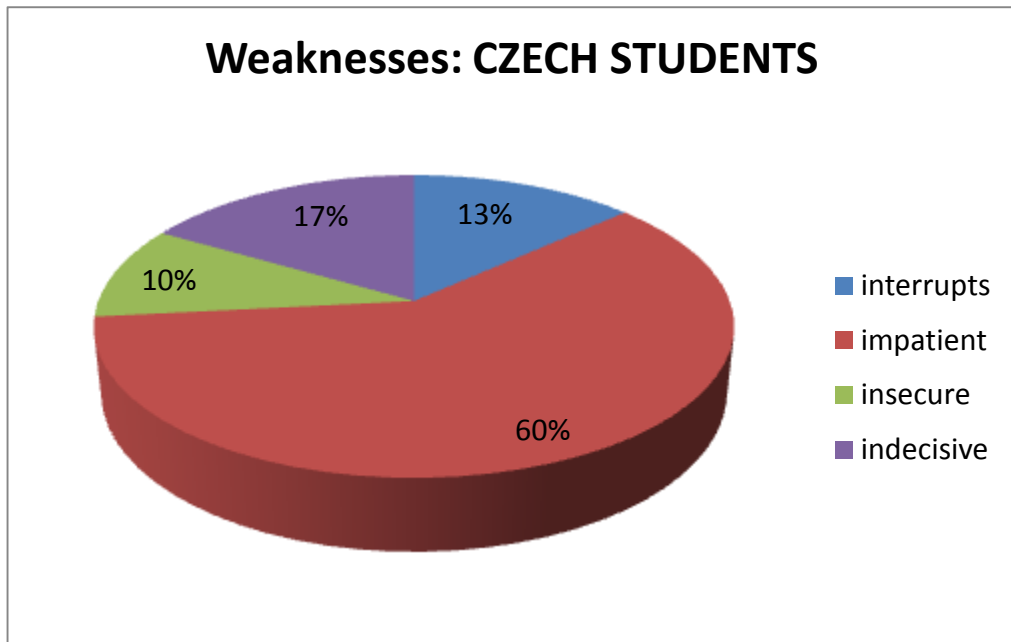
8.2.47 Graph 24A



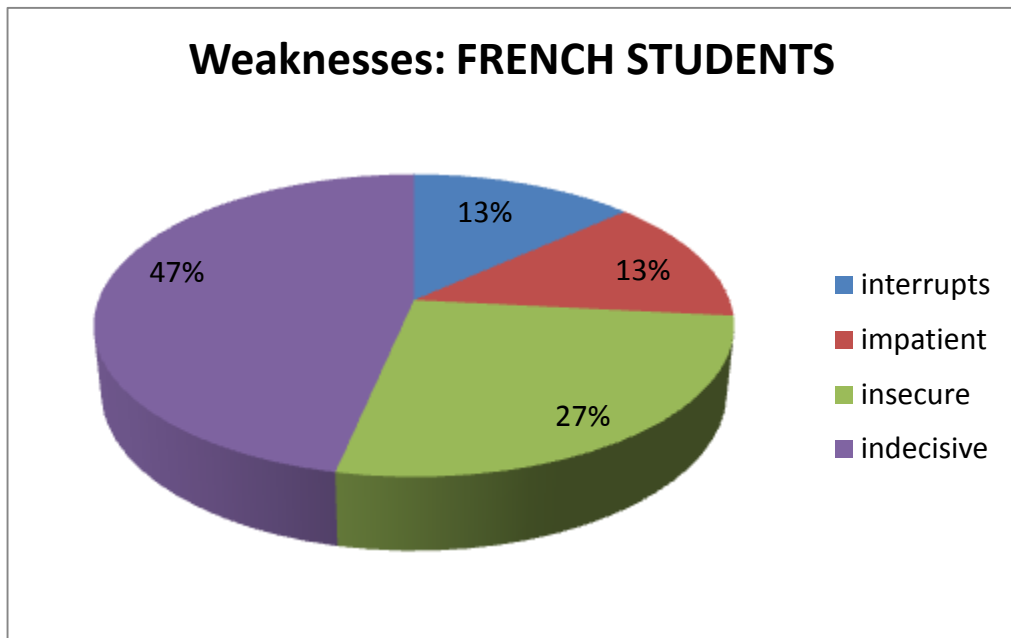
8.2.48 Graph 24B



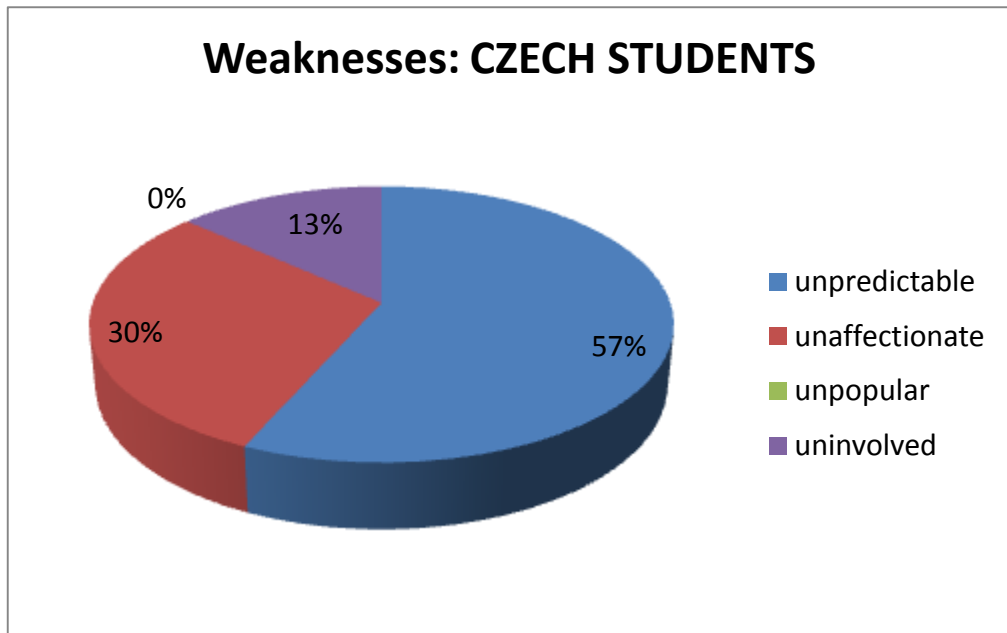
8.2.49 Graph 25A



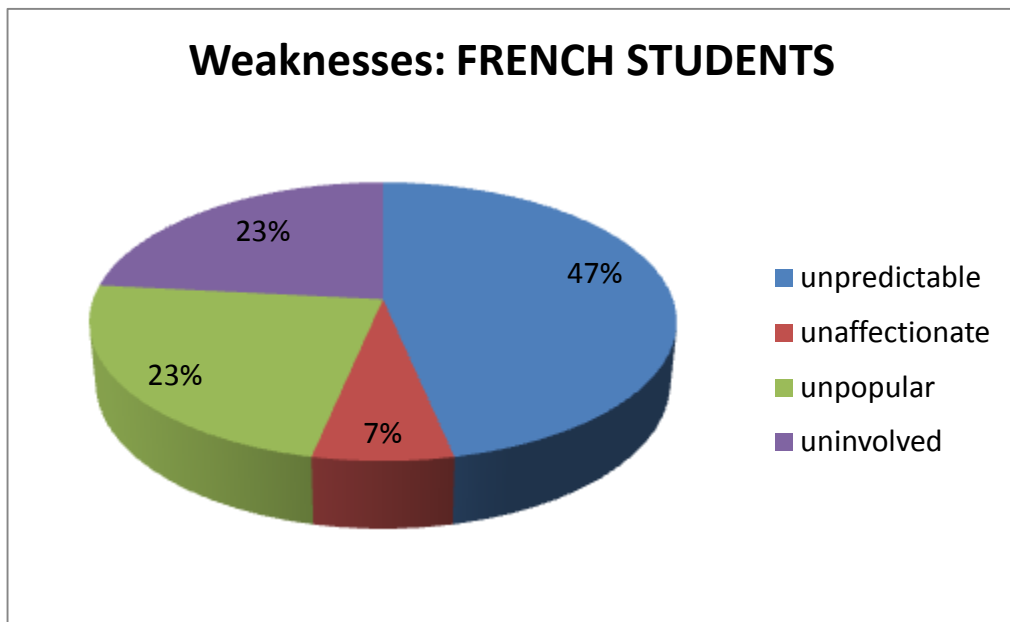
8.2.50 Graph 25B



8.2.51 Graph 26A

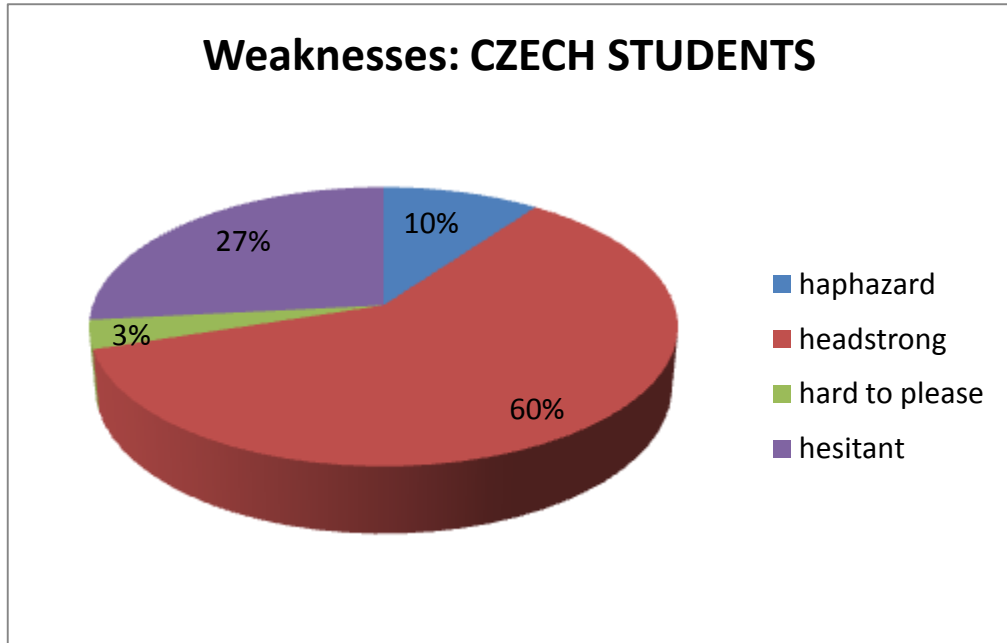


8.2.52 Graph 26B

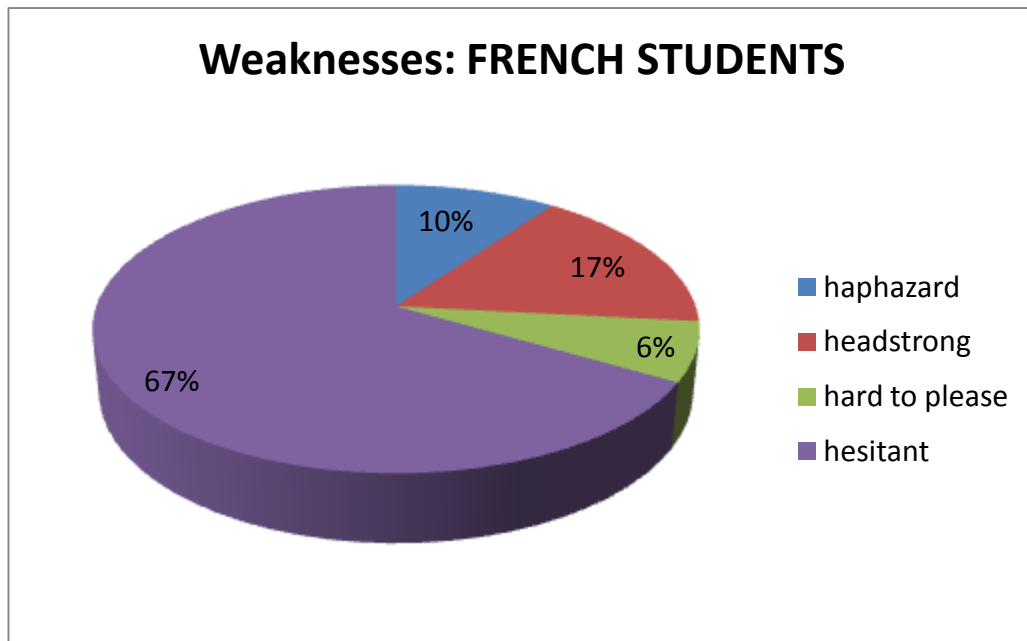




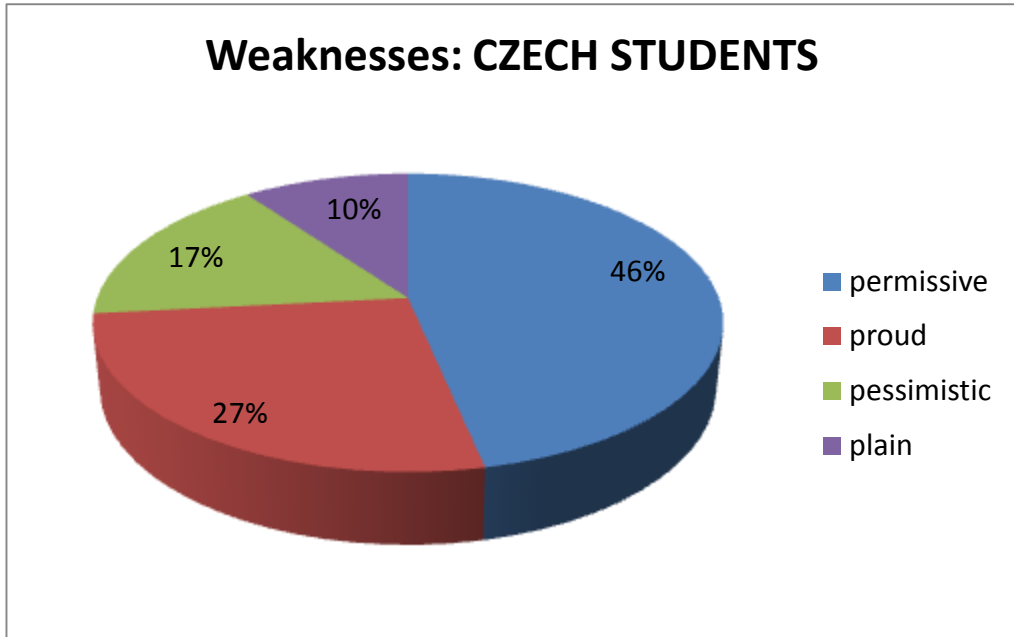
8.2.53 Graph 27A



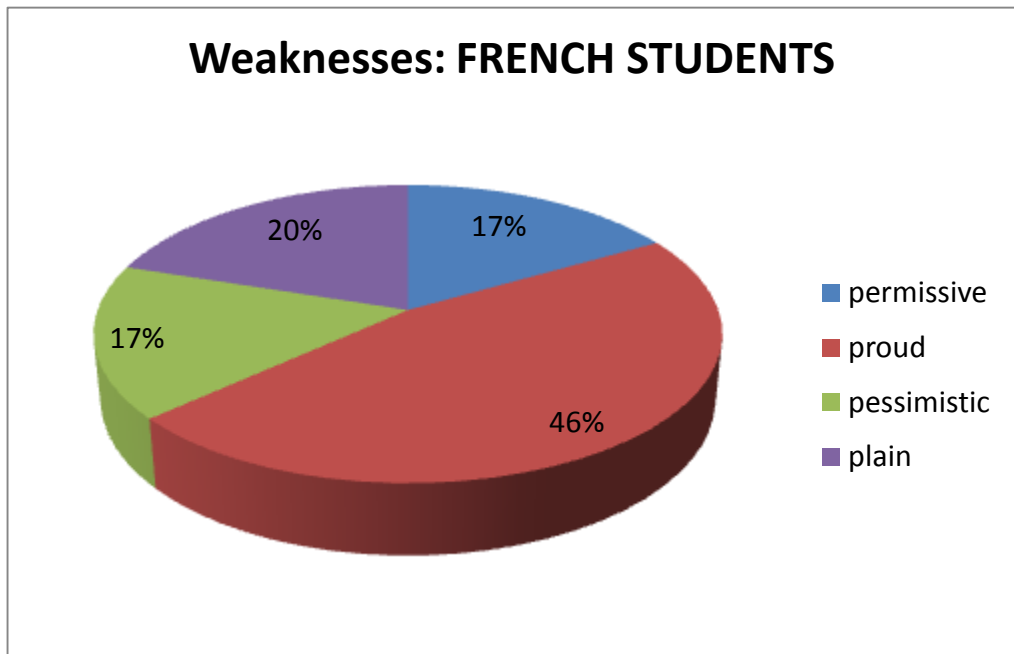
8.2.54 Graph 27B



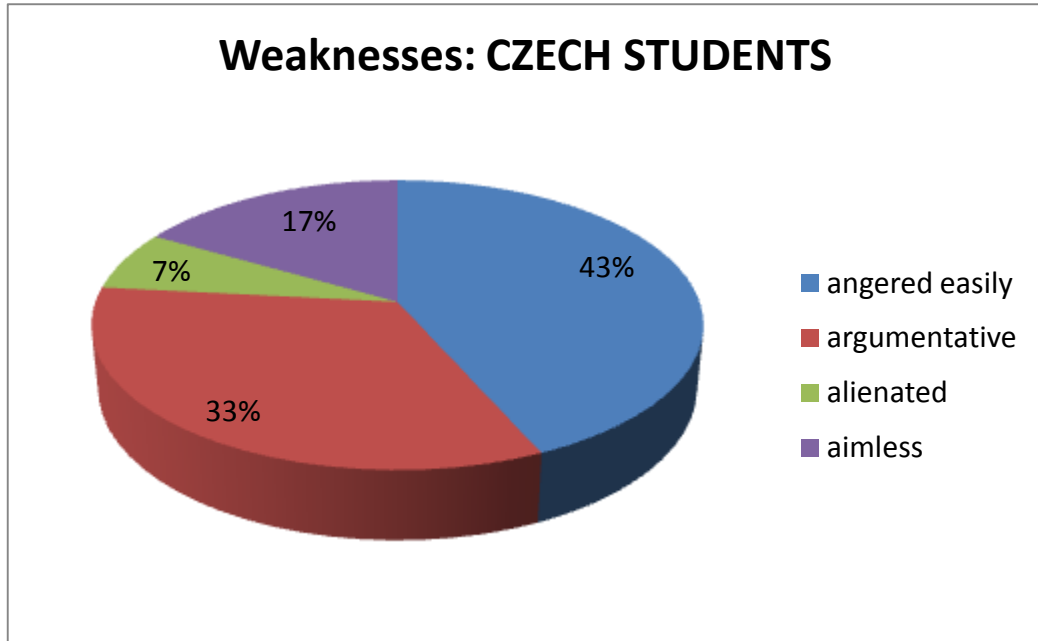
8.2.55 Graph 28A



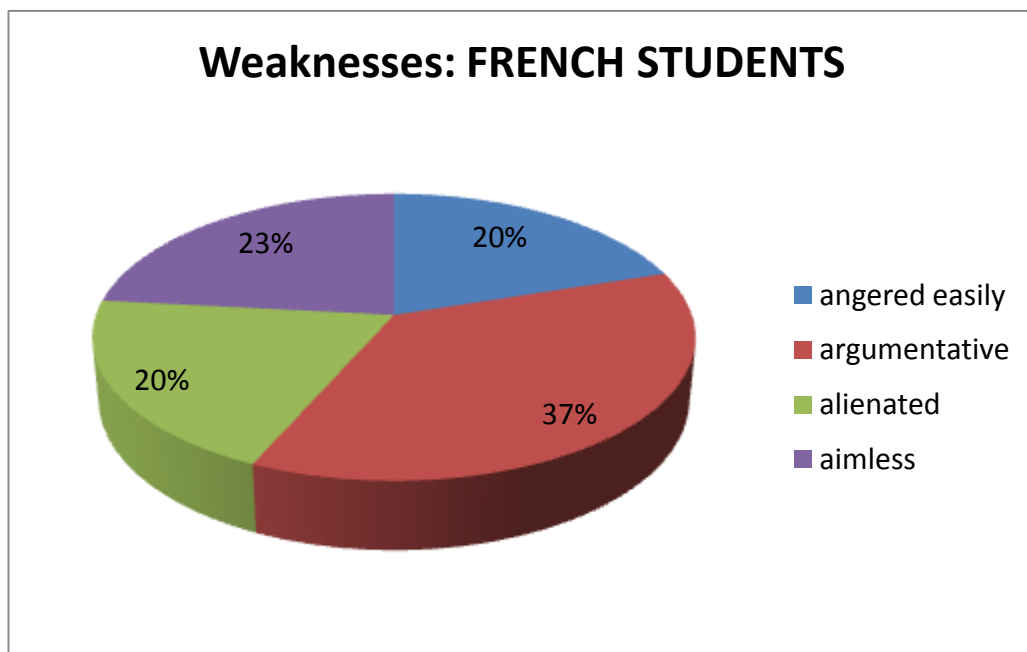
8.2.56 Graph 28B



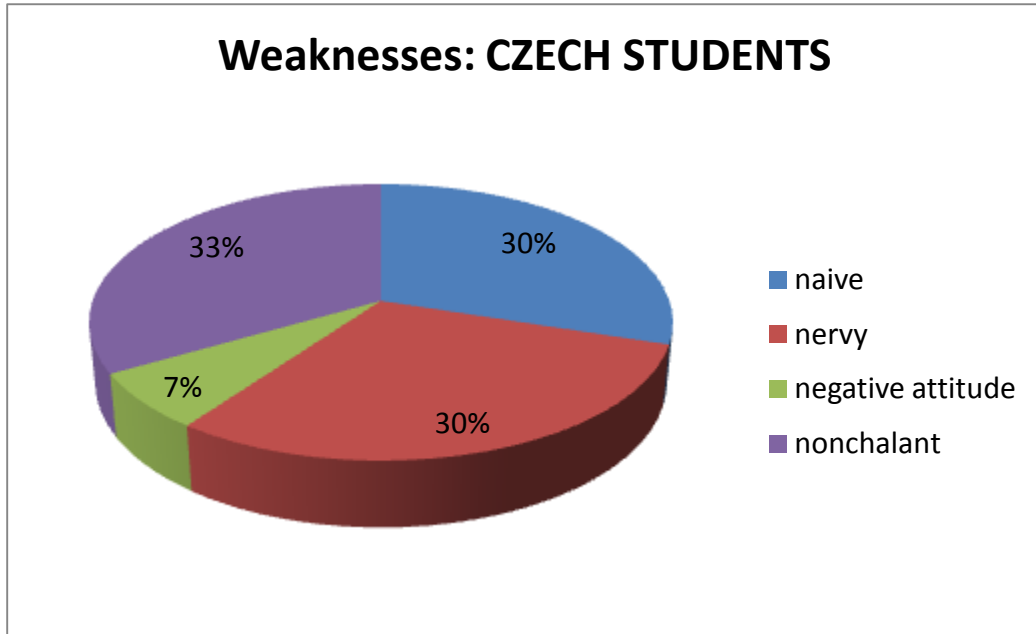
8.2.57 Graph 29A



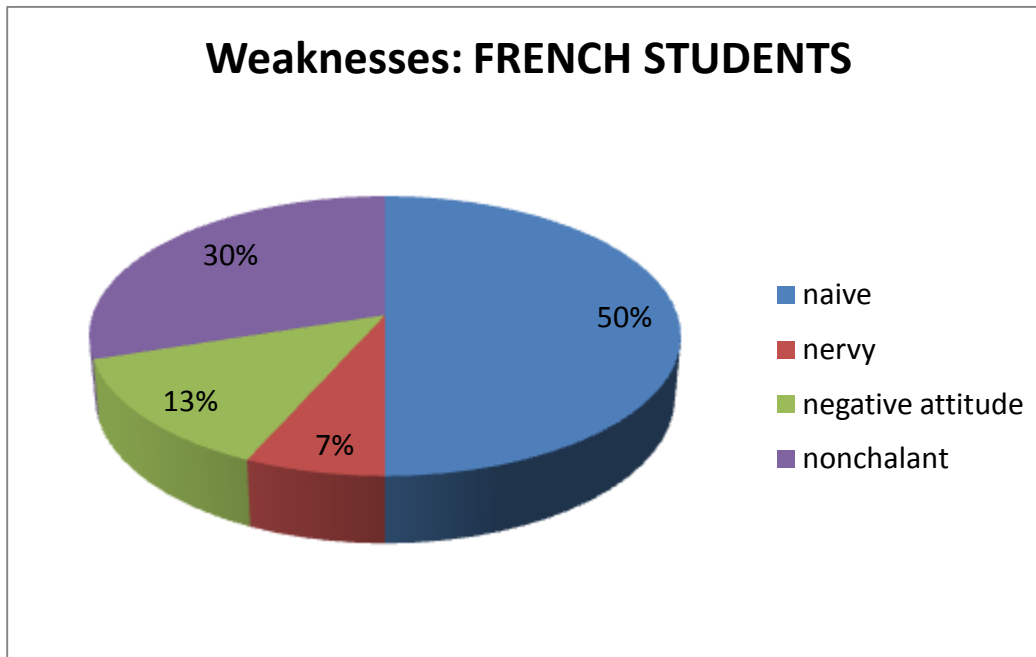
8.2.58 Graph 29B



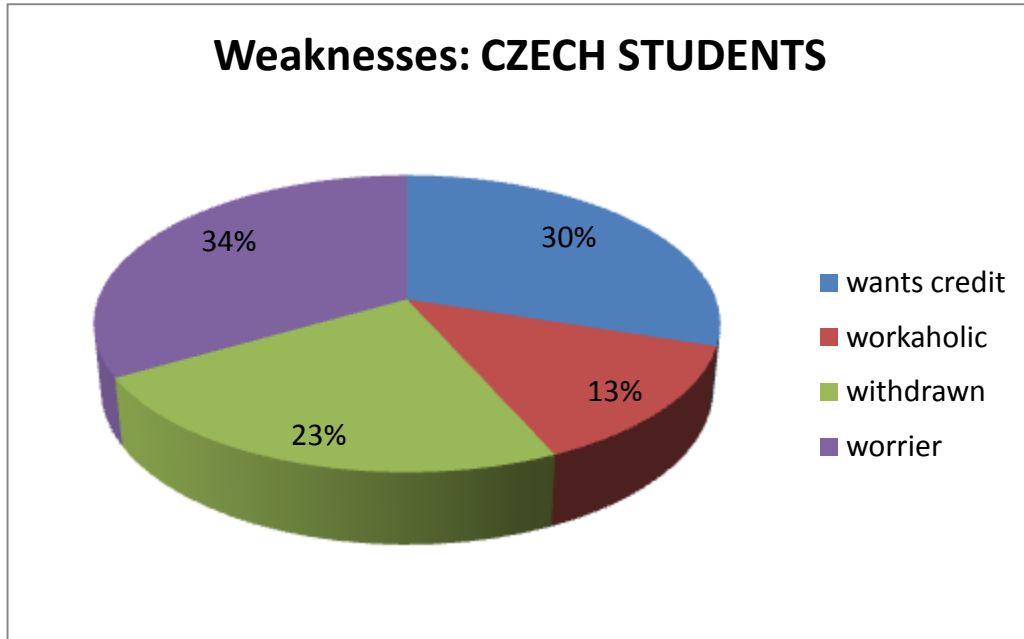
8.2.59 Graph 30A



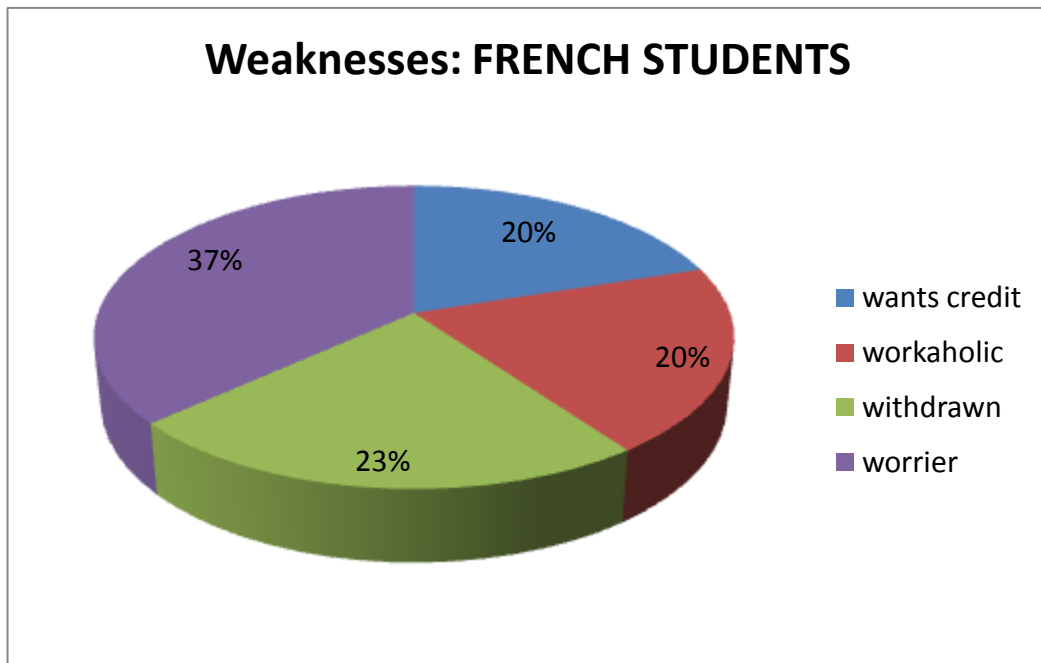
8.2.60 Graph 30B



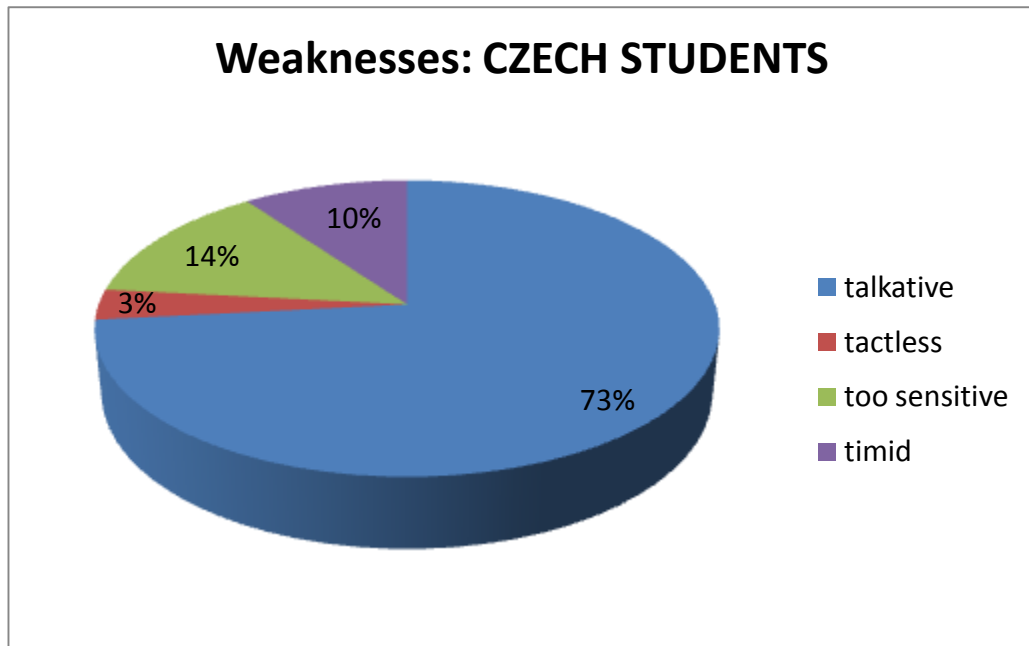
**8.2.61 Graph 31A**



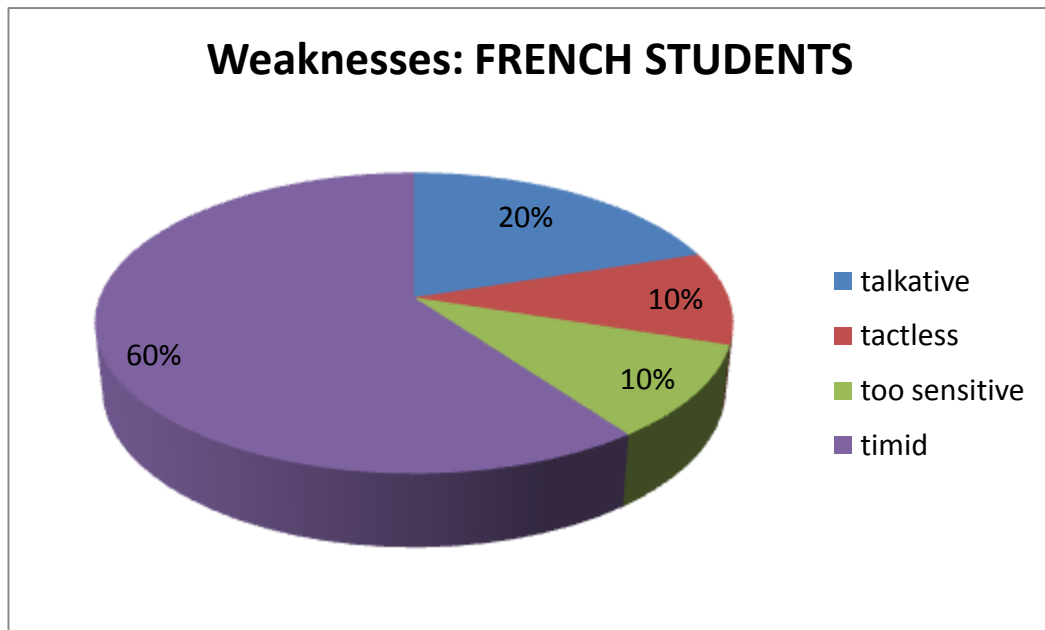
**8.2.62 Graph 31B**



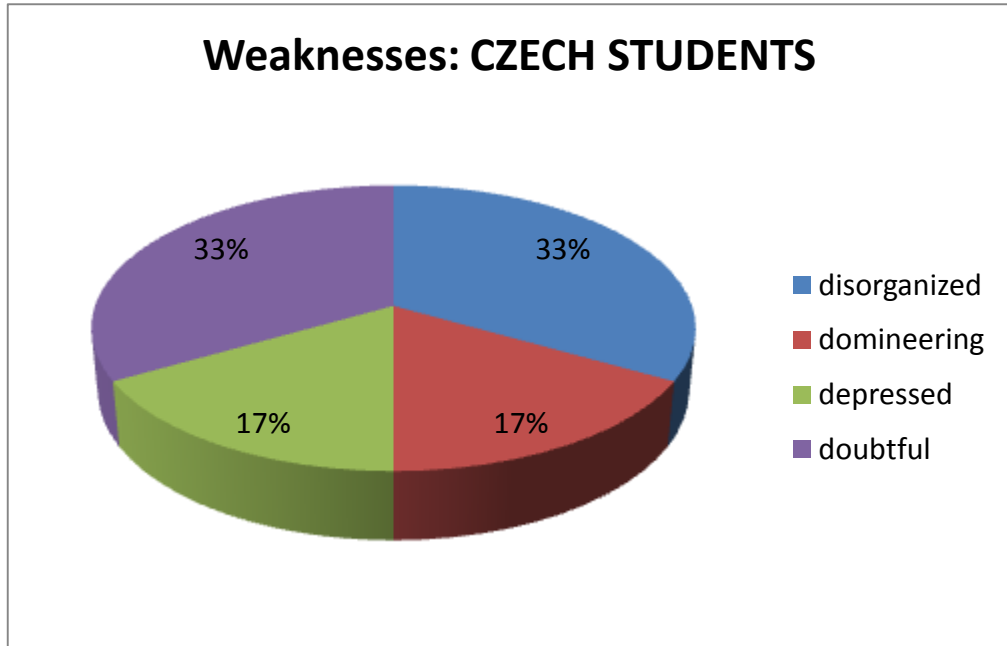
8.2.63 Graph 32A



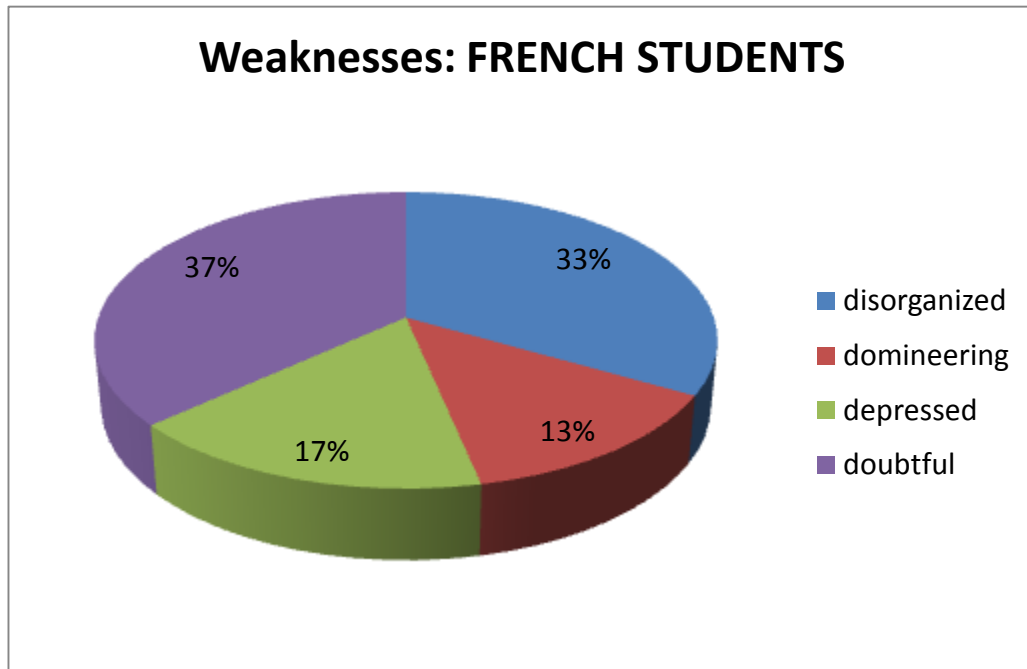
8.2.64 Graph 32B



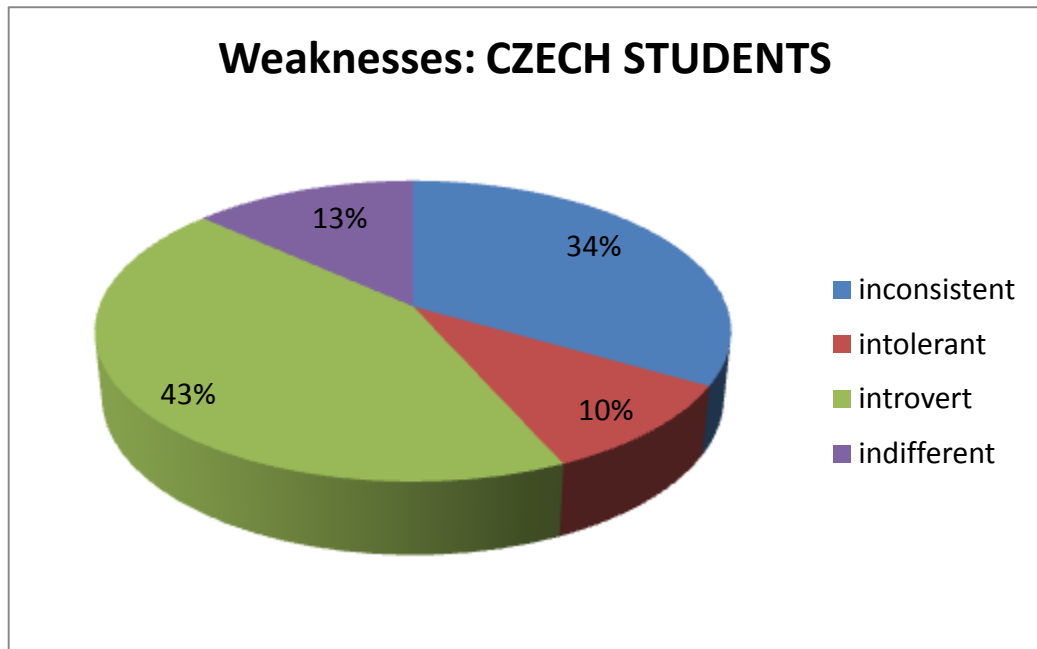
8.2.65 Graph 33A



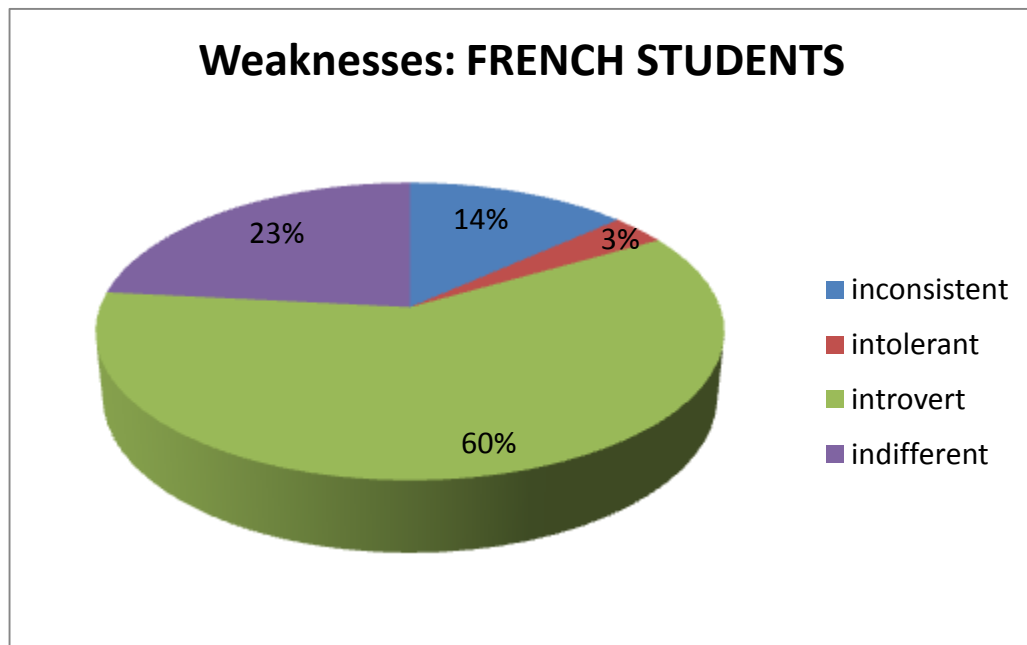
8.2.66 Graph 33B



8.2.67 Graph 34A

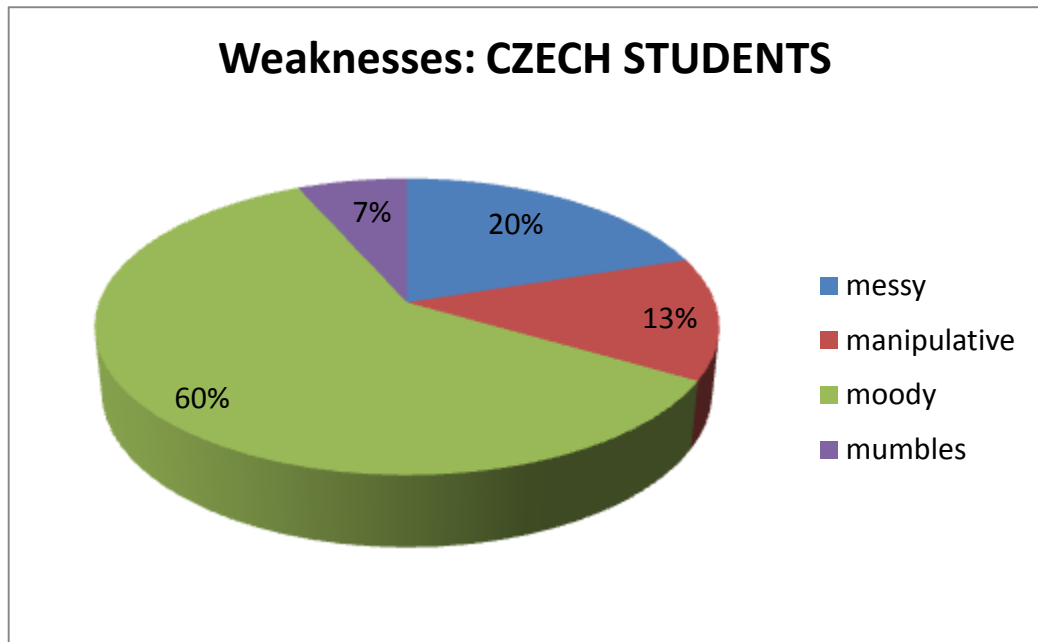


8.2.68 Graph 34B

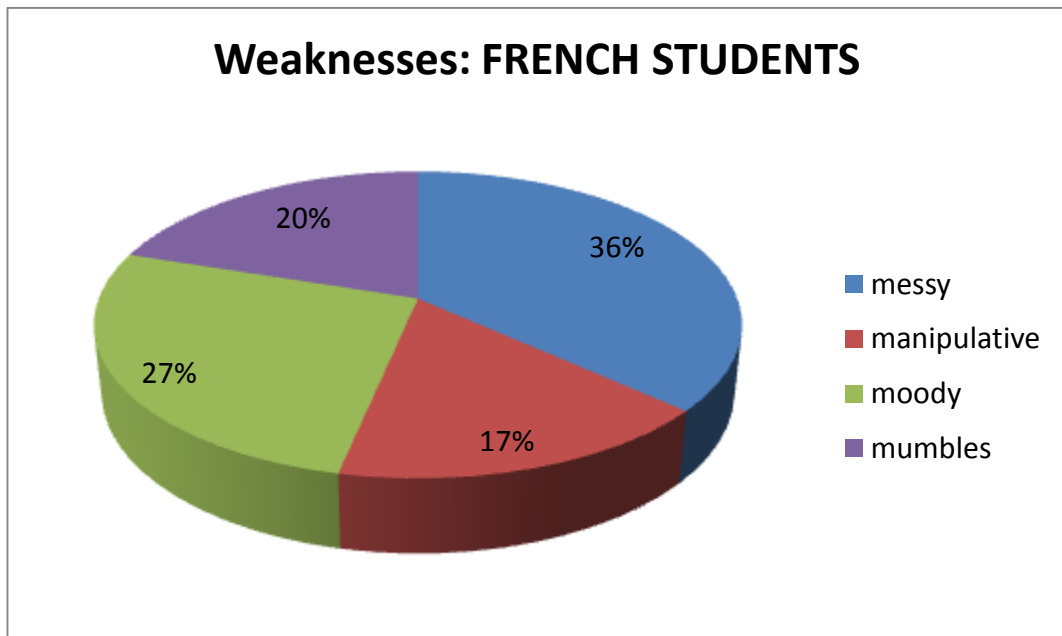




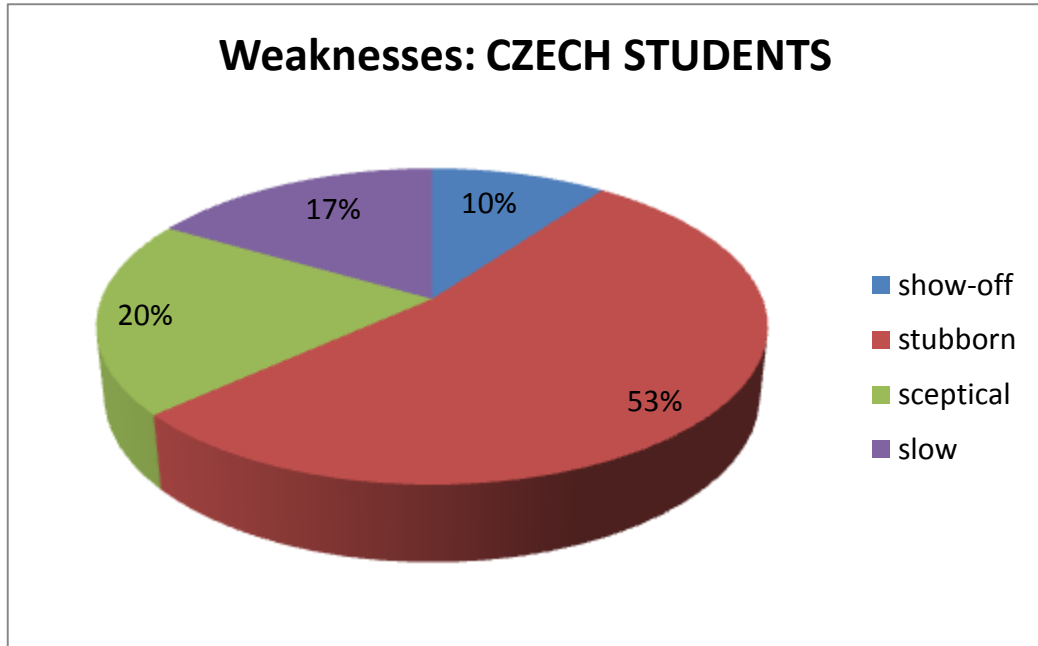
8.2.69 Graph 35A



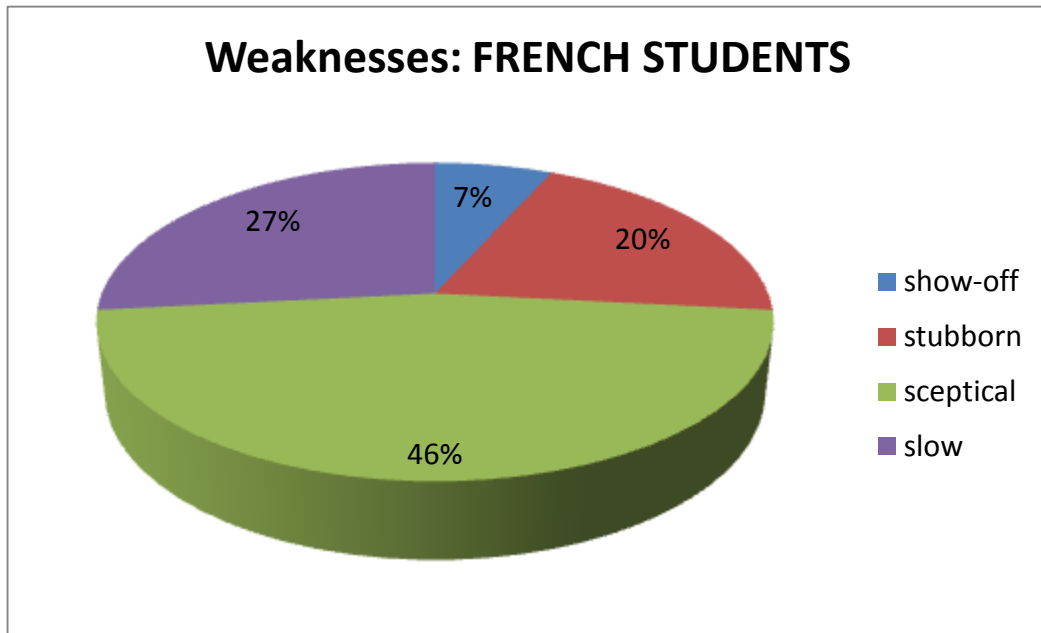
8.2.70 Graph 35B



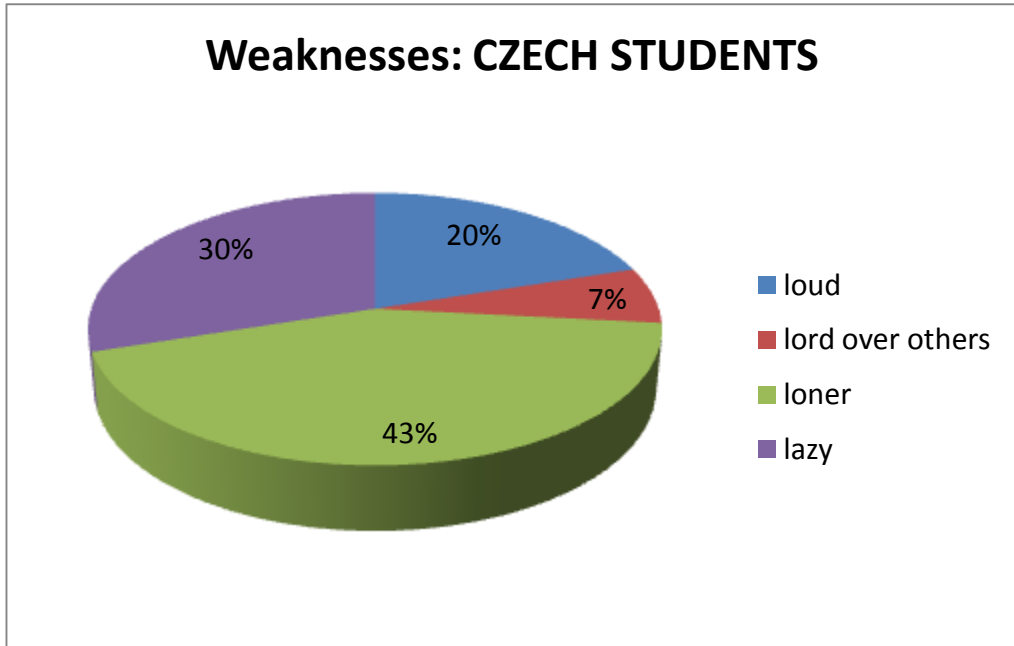
8.2.71 Graph 36A



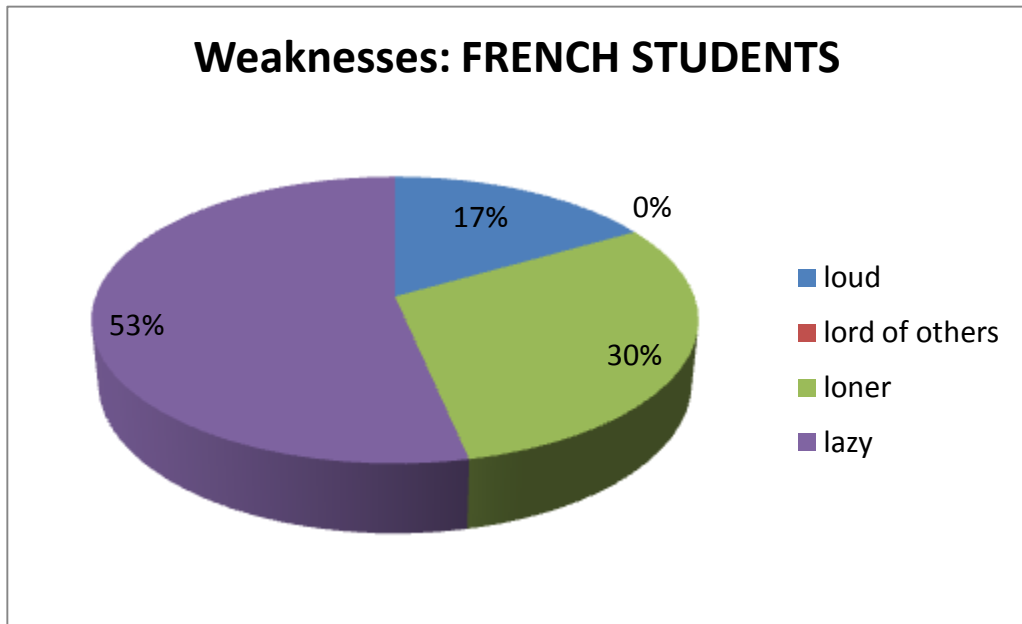
8.2.72 Graph 36B



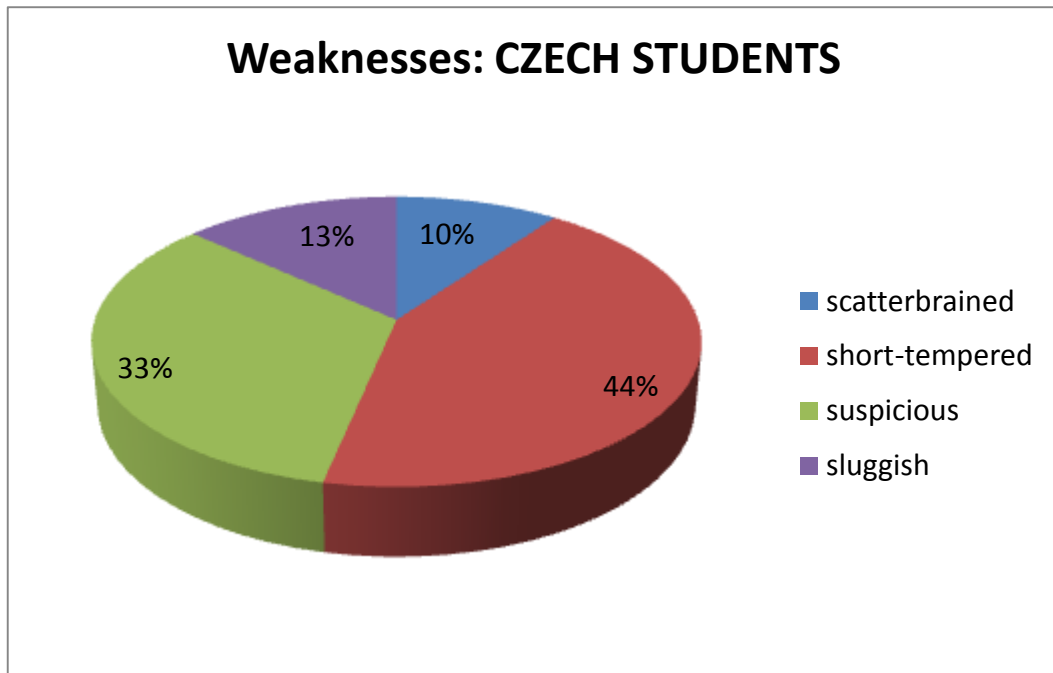
8.2.73 Graph 37A



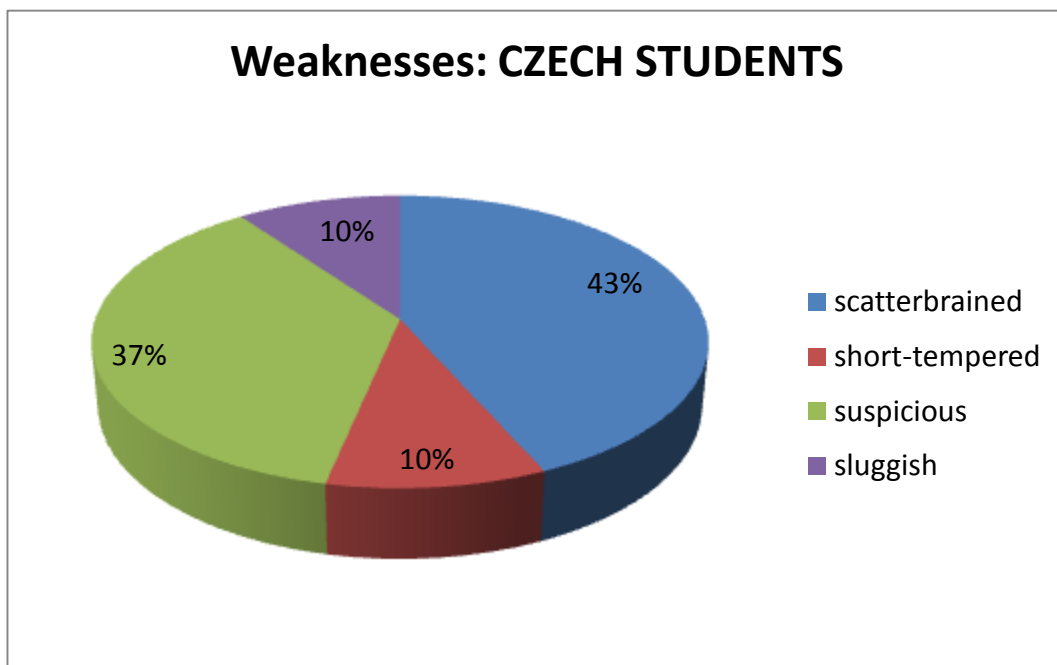
8.2.74 Graph 37B



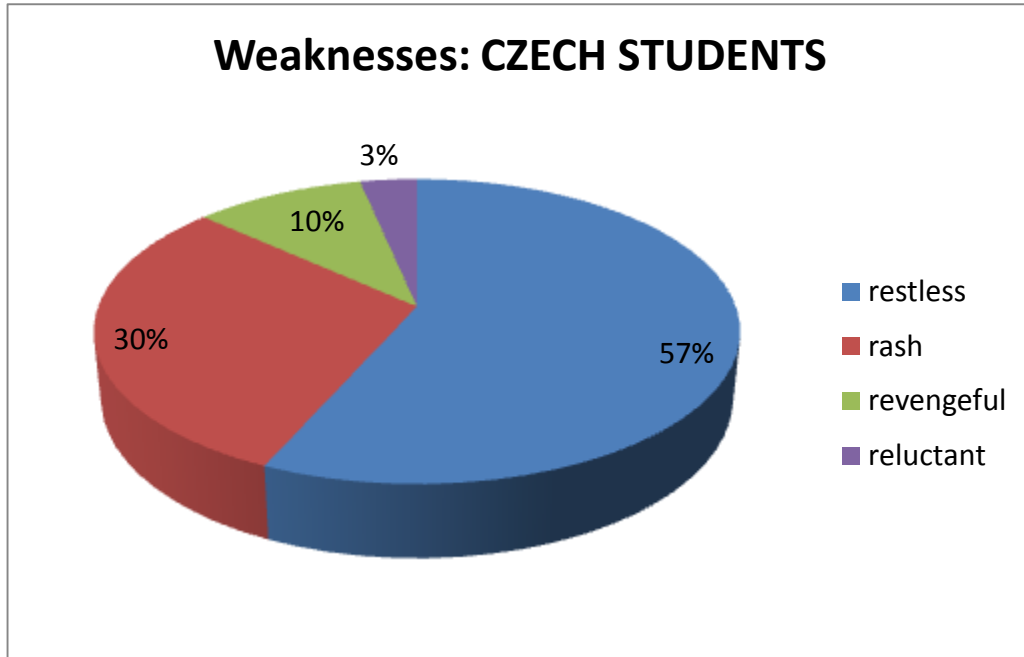
8.2.75 Graph 38A



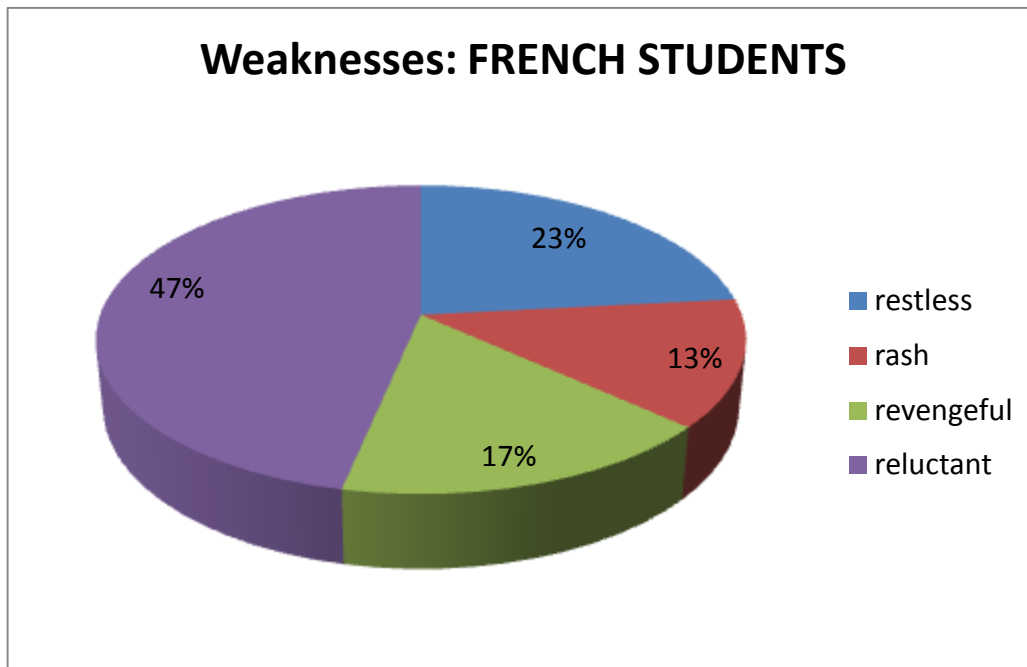
8.2.76 Graph 38B



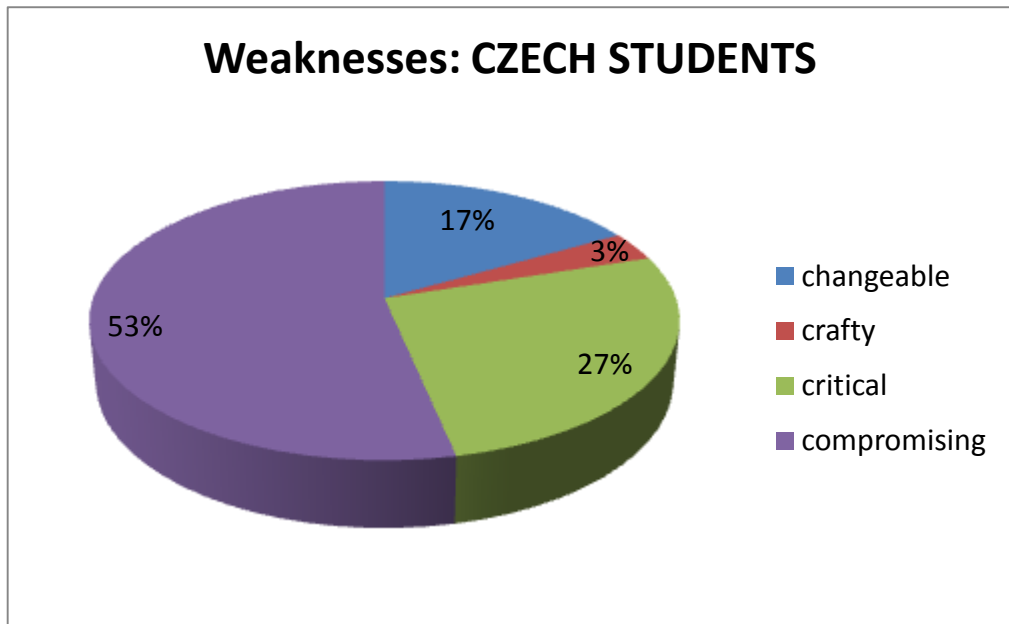
8.2.77 Graph 39A



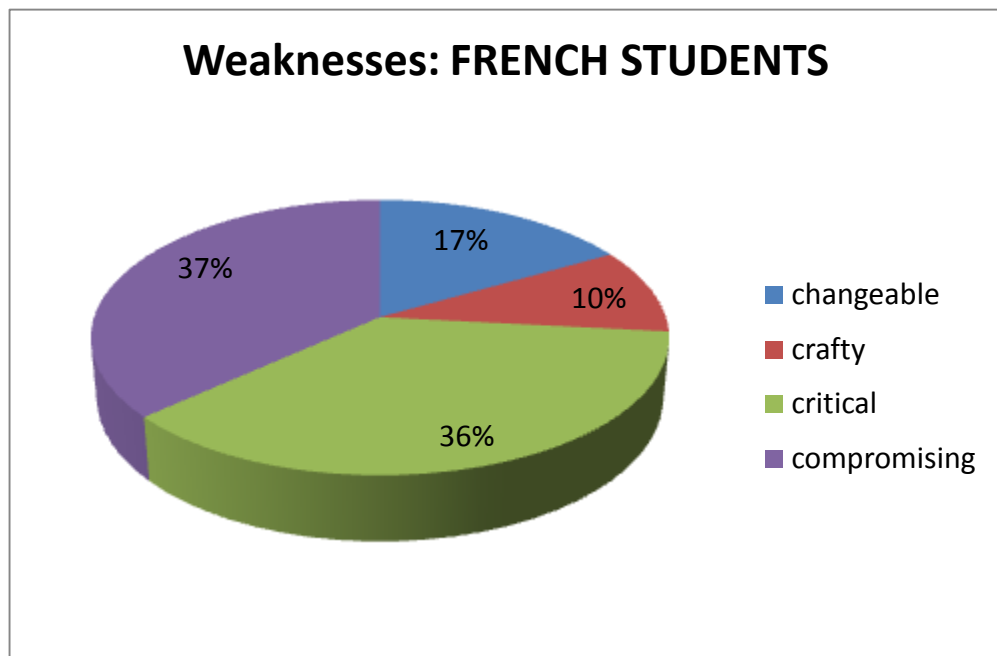
8.2.78 Graph 39B



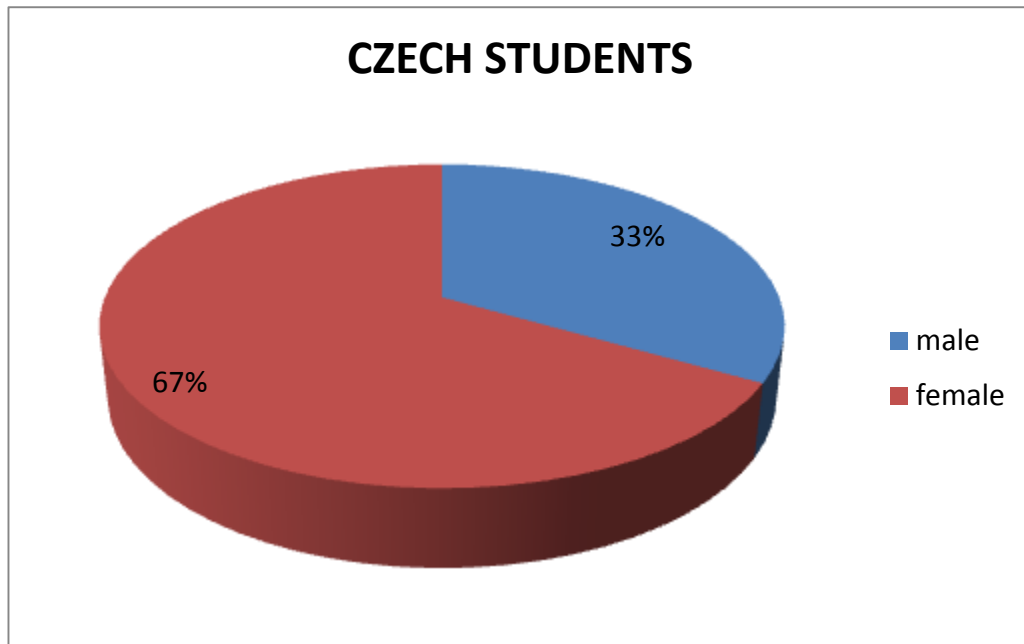
8.2.79 Graph 40A



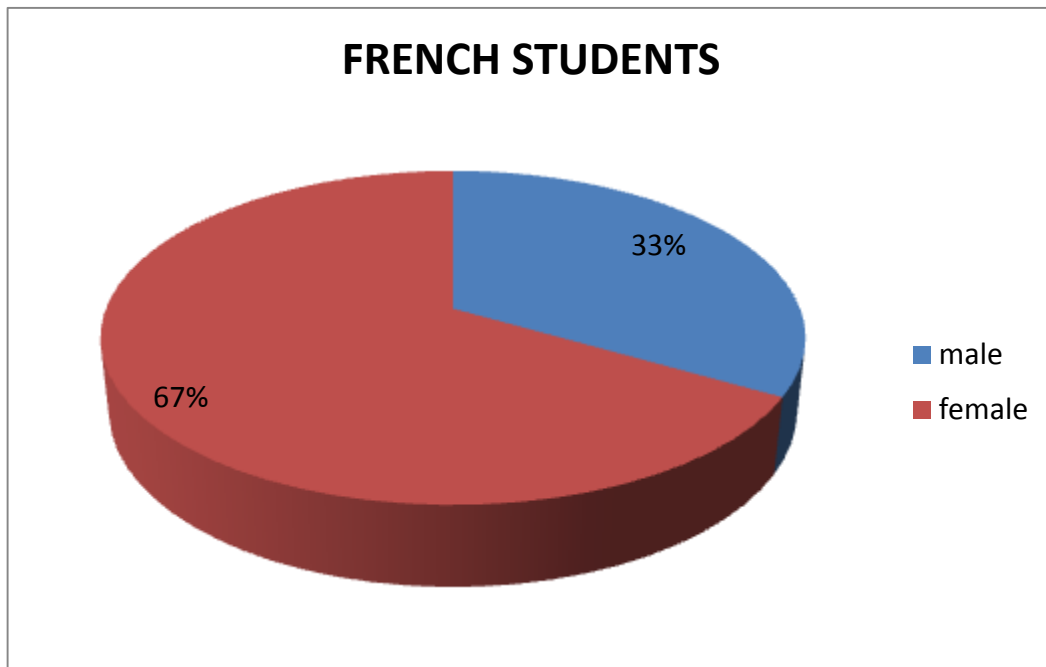
8.2.80 Graph 40B



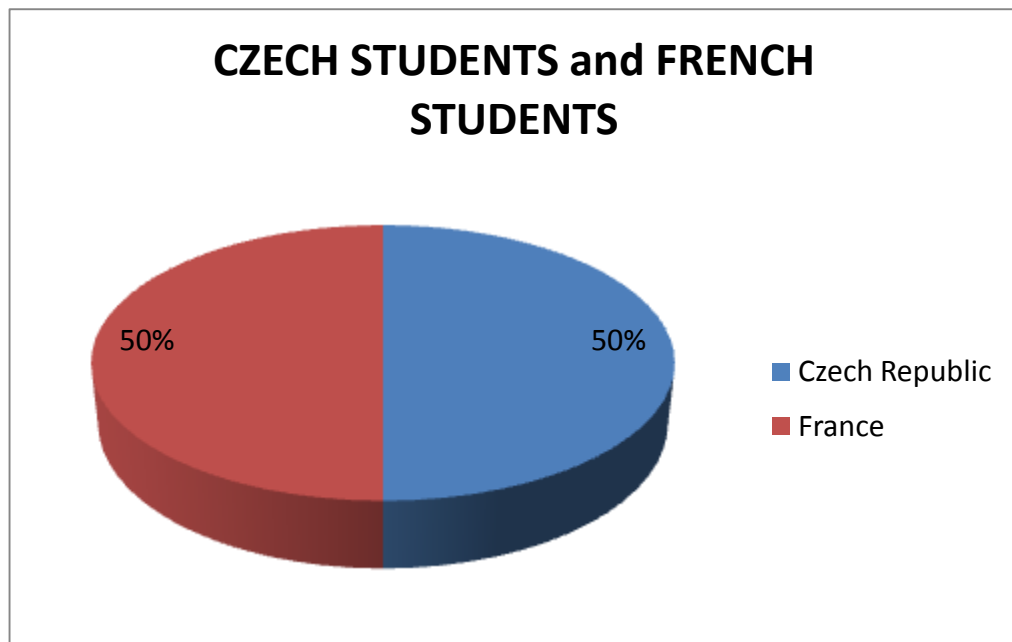
**8.2.81 Graph 41A**



**8.2.82 Graph 41B**

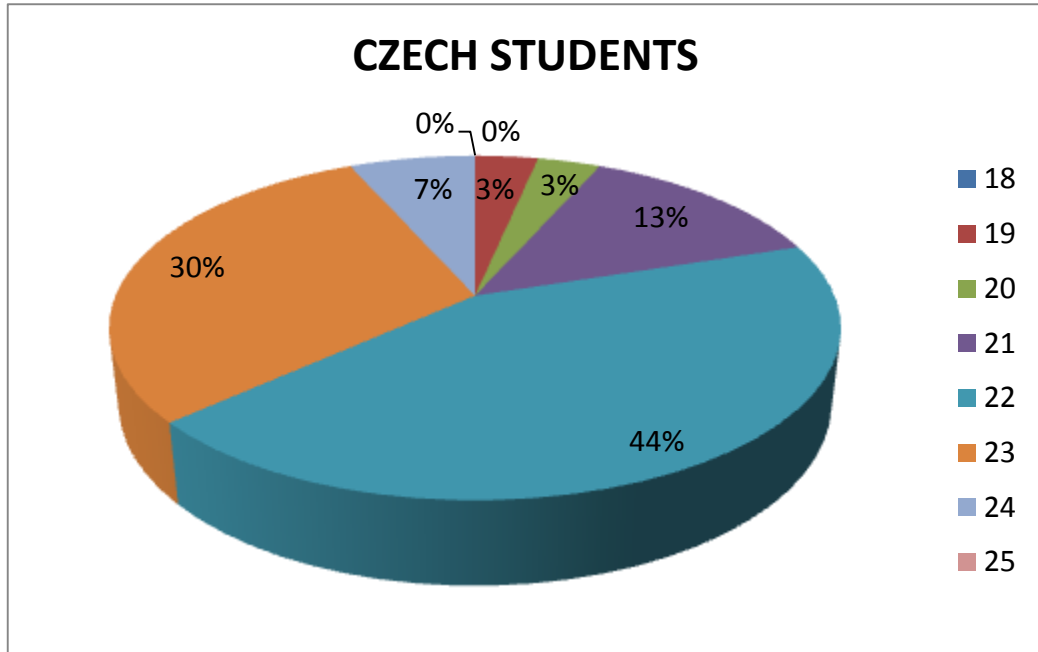


8.2.83 Graph 42





8.2.84 Graph 43A



8.2.85 Graph 43B

