

**Семенова М. Г.**

**НАВЧАЛЬНО-МЕТОДИЧНИЙ ПОСІБНИК**  
**ІЗ ОВОЛОДІННЯ**  
**АНГЛІЙСЬКИМ УСНИМ І ПИСЕМНИМ МОВЛЕННЯМ ІЗ ТЕМИ**  
***TEMPERAMENT***

**Для студентів немовних спеціальностей вищих закладів освіти**

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**Семенова М.Г.** Навчально-методичний посібник з оволодіння англійським усним і писемним мовленням із теми *Temperament* (для студентів немовних спеціальностей вищих закладів освіти). – Черкаси : ФОП Нечитайло О.Ф., 2015. – 88.

Навчально-методичний посібник з оволодіння англійським усним і писемним мовленням орієнтований на формування іншомовної комунікативно-когнітивної компетенції у студентів факультету психології. Запропоновані завдання, методичні рекомендації й допоміжні матеріали допоможуть майбутнім психологам не лише опанувати навчальний матеріал, а й ефективно використовувати його в подальшій фаховій діяльності.

## ПЕРЕДМОВА

Цей навчально-методичний посібник адресований студентам старших курсів психологічних факультетів вищих закладів освіти, що опрацьовують навчальну тему *Temperament* зі спеціальності: Англійська мова професійного спрямування.

Запропоновані навчальні матеріали, завдання й методичні рекомендації складаються з декількох блоків, представлених базовим англомовним текстом *Temperament*, відповідних комунікативно-когнітивних вправ і тестів, описаної методики написання анотації, академічних кліше й додаткових англомовних текстів із означеної теми.

Запропоновані матеріали сприятимуть формуванню у студентів – майбутніх психологів – іншомовної комунікативно-когнітивної компетенції, що допоможе їм у майбутній професійній діяльності.

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## Part I

### I. Read and translate the text given below and complete the assignments that follow after it.

#### THE FOUR TEMPERAMENTS

**Temperament/humour** is a configuration of observable personality traits, such as habits of communication, patterns of action, and sets of characteristic attitudes, values, and talents. It also encompasses personal needs, the kinds of contributions that individuals make in the workplace, and the roles they play in society. In ancient times each of the four types of humours corresponded to a different personality type.

#### **Sanguine**

*The sanguine temperament* is fundamentally impulsive and pleasure-seeking; sanguine people are sociable and charismatic. They tend to enjoy social gatherings, making new friends and tend to be boisterous. They are usually quite creative and often daydream. However, some alone time is crucial for those of this temperament. Sanguine can also mean sensitive, compassionate and thoughtful. Sanguine personalities generally struggle with following tasks all the way through, are chronically late, and tend to be forgetful and sometimes a little sarcastic. Often, when they pursue a new hobby, they lose interest as soon as it ceases to be engaging or fun. They are very much people persons. They are talkative and not shy. Sanguines generally have an almost shameless nature, certain that what they are doing is right. They have no lack of confidence.

#### **Choleric**

*The choleric temperament* is fundamentally ambitious and leader-like. They have a lot of aggression, energy, and/or passion, and try to instill it in others. They can dominate people of other temperaments, especially phlegmatic types. Many great charismatic military and political figures were choleric. They like to be in charge of everything. However, choleric also tend to be either highly disorganized or highly organized. They do not have in-between setups, only one extreme to another. As well as being leader-like and assertive, choleric also fall into deep and sudden depression. Essentially, they are very much prone to mood swings.

### **Melancholic**

*The melancholic temperament* is fundamentally introverted and thoughtful. Melancholic people often were perceived as very (or overly) pondering and considerate, getting rather worried when they could not be on time for events. Melancholics can be highly creative in activities such as poetry and art – and can become preoccupied with the tragedy and cruelty in the world. Often they are perfectionists. They are self-reliant and independent; one negative part of being a melancholic is that they can get so involved in what they are doing they forget to think of others.

### **Phlegmatic**

*The phlegmatic temperament* is fundamentally relaxed and quiet, ranging from warmly attentive to lazily sluggish. Phlegmatics tend to be content with themselves and are kind. They are accepting and affectionate. They may be receptive and shy and often prefer stability to uncertainty and change. They are consistent, relaxed, calm, rational, curious, and observant, qualities that make them good administrators. They can also be passive-aggressive.

Each temperament has its own unique qualities and shortcomings, strengths and challenges. What accounts for these differences? To use the idea of *temperament* most effectively, it is important to understand that the four temperaments are not simply arbitrary collections of characteristics, but spring from an interaction of the two basic dimensions of human behavior: our communication and our action, our words and our deeds, or, simply, what we say and what we do.

### **Communication: Concrete vs. Abstract**

First, people naturally think and talk about what they are interested in, and if you listen carefully to people's conversations, you find two broad but distinct areas of subject matter.

Some people talk primarily about the external, concrete world of everyday reality: facts and figures work and play, home and family, news, sports and weather – all the who-what-when-where-and how much's of life.

Other people talk primarily about the internal, abstract world of ideas: theories and conjectures, dreams and philosophies, beliefs and fantasies – all the why's, if's, and what-might-be's of life.

At times, of course, everyone addresses both sorts of topics, but in their daily lives, and for the most part, Concrete people talk about reality, while Abstract people talk about ideas.

### **Action: Utilitarian vs. Cooperative**

Second, at every turn people are trying to accomplish their goals, and if you watch closely how people go about their business, you see that there are two fundamentally opposite types of action.

Some people act primarily in a utilitarian or pragmatic manner, that is, they do what gets results, what achieves their objectives as effectively or efficiently as possible, and only afterwards do they check to see if they are observing the rules or going through proper channels.

Other people act primarily in a cooperative or socially acceptable manner, that is, they try to do the right thing, in keeping with agreed upon social rules, conventions, and codes of conduct, and only later do they concern themselves with the effectiveness of their actions.

These two ways of acting can overlap, certainly, but as they lead their lives, Utilitarian people instinctively, and for the most part, do what works, while Cooperative people do what's right.

Dr. David Keirsey has identified mankind's four basic temperaments in terms of the Artisan, the Guardian, the Rational, and the Idealist.

### **The Four Temperaments**

As Concrete Cooperators, Guardians speak mostly of their duties and responsibilities, of what they can keep an eye on and take good care of, and they're careful to obey the laws, follow the rules, and respect the rights of others.

As Abstract Cooperators, Idealists speak mostly of what they hope for and imagine might be possible for people, and they want to act in good conscience, always trying to reach their goals without compromising their personal code of ethics.

As Concrete Utilitarians, Artisans speak mostly about what they see right in front of them, about what they can get their hands on, and they will do whatever works, whatever gives them a quick, effective payoff, even if they have to bend the rules.

As Abstract Utilitarians, Rationals speak mostly of what new problems intrigue them and what new solutions they envision, and always pragmatic, they act as efficiently as possible to achieve their objectives, ignoring arbitrary rules and conventions if need be.

## **Part II**

### **ASSIGNMENTS TO BE ACCOMPLISHED**

**II. Categorize the adjectives and adverbs into two groups to indicate positive or negative meaning they convey. Mark the positive adjectives as “+” and negative ones as “-”:**

Impulsive, pleasure-seeking, sociable, charismatic, boisterous, creative, daydreaming, sensitive, compassionate, thoughtful, unpunctual, forgetful, sarcastic, changeable, talkative, not shy, shameless, confident, ambitious, leader-like, authoritative, disorganized, organized, assertive, prone to mood swings, susceptible to depression, introverted, thoughtful, pondering, considerate, punctual, creative, worrisome, responsive to tragedies and cruelties of the world, inclinable to perfectionism, self-reliant, independent, selfish, relaxed, quiet, warmly attentive, lazily sluggish, content, kind, accepting, affectionate, receptive, stable, consistent, relaxed, calm, rational, curious, observant, passive-aggressive.

**III. Fill the chart with the information that brings into focus the main features of each singled out type of temperament. Combine them and specify their similarities and differences.**



<b>Sanguine</b>	<b>Choleric</b>	<b>Melancholic</b>	<b>Phlegmatic</b>

<b>Guardian</b>	<b>Idealist</b>	<b>Artisan</b>	<b>Rational</b>

**IV. Complete the tasks and answer the questions on the text:**

1. Define the notion of temperament/humour.
2. Identify the conventional types of temperament.
3. Outline the dominant characteristic features of each type of humour.
4. Do the singled out types of temperament have only strengths or shortcomings as well? Specify them.
5. Are the four temperaments mere arbitrary collections of characteristics or the outcome of an interaction of the basic dimensions of human conduct?
6. What any main differences in the ways people communicate and act?
7. Particularize the fundamental distinctions between Utilitarian and Cooperative people.
8. In what terms did Dr. D. Keirsej classify mankind's four basic temperaments? Sketch them.

**V. Categorize the characteristics of the four types of humour and fill the chart that follows. Utilize the supplement reading section to contribute to the given information.**

	<b>Habits of communication</b>	<b>Patterns of action</b>	<b>Attitudes to people</b>	<b>Personal traits</b>
<b>Sanguine</b>				
<b>Choleric</b>				
<b>Melancholic</b>				
<b>Phlegmatic</b>				

**VI. Complete the following tasks:**

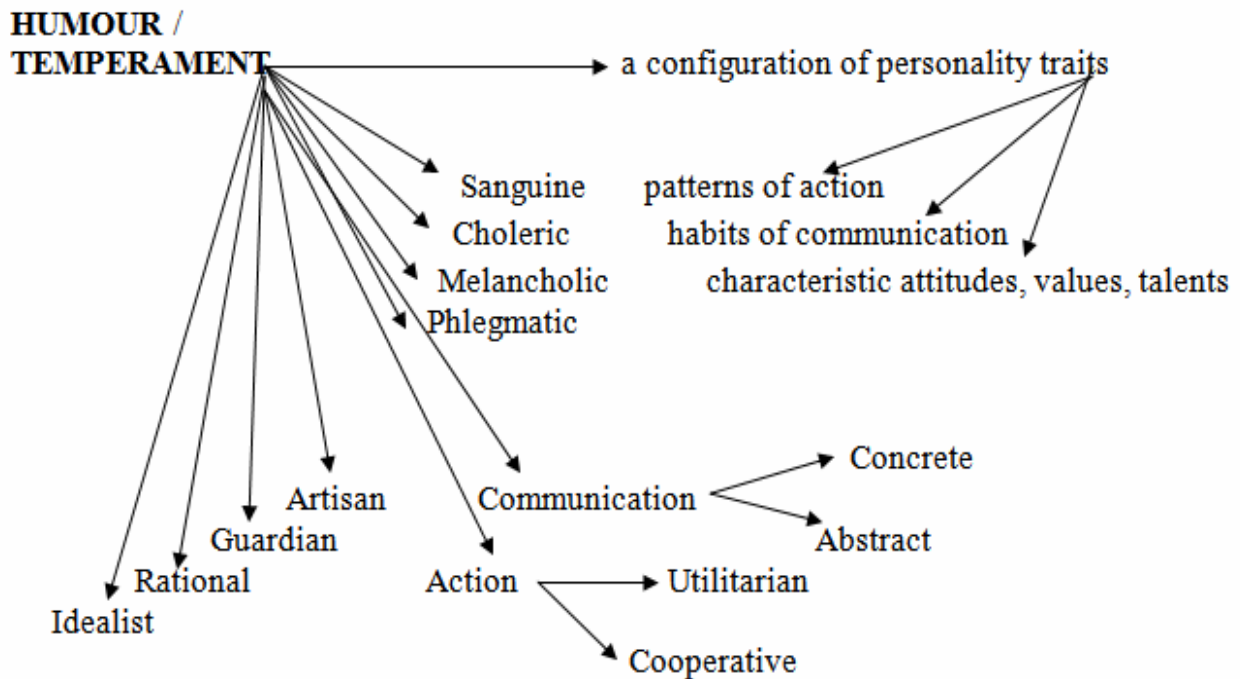
- A. Formulate the thesis of the text.
- B. Identify the key sentence in each passage of the text.
- C. Skim over the text and copy out the key words that convey the main idea of it.
- D. Make a sentence/question outline to the text.
- E. Supply the lexical material to cover each point of the outline.
- F. Brief the gist of the text.
- G. Summarize the main ideas of the text utilizing the guidelines, transition phrases and sentence connectors given in **part IV (Summary Writing)**.

VII. In the associative model below link the attributes correspondent to a relevant type of temperament and utilize the model to characterize each of them.



VIII. Create the similar associative model using Dr. D. Keirsey's classification of mankind's.

**IX. Come up with a report on the types of temperament using the given chart:**



**X. Characterize yourself in terms of the singled out types of temperament.**

**XI. You are a participant of the talk *Nature vs. Nurture*. Speak PRO and CONTRA taking into account the types of temperament in:**

- a) an educational process;
- b) a marital life;
- c) business.

**Part III**  
**TEMPERAMENT TESTS**  
**TEST 1**

**Instructions: Select the words which describe you best.**

1. My strongest inclination is to be

- a) Dominating
- b) Charismatic
- c) Conscientious
- d) Steady

2. Usually, I am

- a) Amiable
- b) Intense
- c) Cheerful
- d) Reserved

3. My basic motive is the desire for

- a) Popularity
- b) Perfection
- c) Peace
- d) Power

4. My behavioral style could be characterized as

- a) Spontaneous
- b) Motivated
- c) Casual
- d) Persevering

5. I'm at my best when

- a) Order-setting
- b) Empathizing
- c) Analyzing

d) Perceiving

6. I see myself as a(n)

- a) Unifier
- b) Expander
- c) Identifier
- d) Stabilizer

7. I'd like the role of

- a) Peacemaker
- b) Promoter
- c) Leader
- d) Reformer

8. An objective observer would see me as

- a) Sensation-seeking
- b) Security-seeking
- c) Identity-seeking
- d) Knowledge-seeking

9. Sometimes I can be

- a) Too insensitive
- b) Too sensitive
- c) Too excitable
- d) Too serious

10. Metaphorically, my behavior consists of

- a) Connecting
- b) Opening
- c) Cutting
- d) Closing

11. At my worst I can be

- a) Self-absorbed
- b) Reckless
- c) Submissive
- d) Cruel

12. My world view is

- a) Traditional
- b) Idealistic
- c) Rationalistic
- d) Hedonistic

13. My core values tend to be

- a) Spiritual
- b) Theoretical
- c) Experiential
- d) Economic

14. I take the most pride in being

- a) A winner
- b) Competent
- c) Authentic
- d) Accountable

15. I rely most on

- a) Sensing Judging
- b) Sensing Perceiving
- c) Intuitive Thinking
- d) Intuitive Feeling

16. A compliment would be to say that I'm

- a) Charming
- b) Patient
- c) Logical
- d) Sensitive

17. My style would best be described as

- a) Self-confident
- b) Aggressive
- c) Conscientious
- d) Leisurely

18. I fault myself sometimes when I am too

- a) Exuberant
- b) Impatient
- c) Humble
- d) Anxious

19. I would most like to be seen as

- a) Successful
- b) Genuine
- c) Capable
- d) Dependable

20. I don't mind if others see me as

- a) Prosperous
- b) Nervy
- c) Benevolent
- d) Autonomous

21. I desire most to be

- a) Winning
- b) Agreeable
- c) Authoritative
- d) Accomplished

22. I might be too concerned with

- a) Ability
- b) Control



- c) Comfort
- d) Status

23. I enjoy being

- a) Orderly
- b) Financial secure
- c) Desirable
- d) Obeyed

24. I feel best when I am

- a) Beloved
- b) Energetic
- c) Quiet
- d) Correct

25. If I could, I'd spend all my time

- a) Governing
- b) Improving the world
- c) Being friendly
- d) Being celebrated

26. It's most important to be

- a) Self-actualizing
- b) Reciprocating
- c) Free
- d) Influential

27. I most want others to see me as \*

- a) Competitive
- b) Responsible
- c) Skilled
- d) Sincere

28. I'm not proud that I'm often

- a) Rigid
- b) Sluggish
- c) Aloof
- d) Restless

29. I'm quite happy that I'm

- a) Objective
- b) Plain and simple
- c) Emotional
- d) Exciting

30. Most of all it's best to be

- a) Strong
- b) Fun
- c) Intimate
- d) Dutiful

## TEST 2

**Instructions: When responding to the statements, of the two responses please choose the one you agree with most.**

1. You are almost never late for your appointments
  - a) YES
  - b) NO
2. You like to be engaged in an active and fast-paced job
  - a) YES
  - b) NO
3. You enjoy having a wide circle of acquaintances
  - a) YES
  - b) NO
4. You feel involved when watching TV soaps
  - a) YES
  - b) NO

5. You are usually the first to react to a sudden event, such as the telephone ringing or unexpected question
  - a) YES
  - b) NO
6. You are more interested in a general idea than in the details of its realization
  - a) YES
  - b) NO
7. You tend to be unbiased even if this might endanger your good relations with people
  - a) YES
  - b) NO
8. Strict observance of the established rules is likely to prevent a good outcome
  - a) YES
  - b) NO
9. It's difficult to get you excited
  - a) YES
  - b) NO
10. It is in your nature to assume responsibility
  - a) YES
  - b) NO
11. You often think about humankind and its destiny
  - a) YES
  - b) NO
12. You believe the best decision is one that can be easily changed
  - a) YES
  - b) NO
13. Objective criticism is always useful in any activity
  - a) YES
  - b) NO
14. You prefer to act immediately rather than speculate about various options

a) YES

b) NO

15. You trust reason rather than feelings

a) YES

b) NO

16. You are inclined to rely more on improvisation than on prior planning

a) YES

b) NO

17. You spend your leisure time actively socializing with a group of people, attending parties, shopping, etc.

a) YES

b) NO

18. You usually plan your actions in advance

a) YES

b) NO

19 Your actions are frequently influenced by your emotions

a) YES

b) NO

19. You are a person somewhat reserved and distant in communication

a) YES

b) NO

20. You know how to put every minute of your time to good purpose

a) YES

b) NO

21. You readily help people while asking nothing in return

a) YES

b) NO

22. You often contemplate the complexity of life

a) YES

b) NO

23. After prolonged socializing you feel you need to get away and be alone
- a) YES
  - b) NO
24. You often do jobs in a hurry
- a) YES
  - b) NO
25. You easily see the general principle behind specific occurrences
- a) YES
  - b) NO
26. You frequently and easily express your feelings and emotions
- a) YES
  - b) NO
27. You find it difficult to speak loudly
- a) YES
  - b) NO
28. You get bored if you have to read theoretical books
- a) YES
  - b) NO
29. You tend to sympathize with other people
- a) YES
  - b) NO
30. You value justice higher than mercy
- a) YES
  - b) NO
31. You rapidly get involved in the social life of a new workplace
- a) YES
  - b) NO
32. The more people with whom you speak, the better you feel
- a) YES
  - b) NO

33. You tend to rely on your experience rather than on theoretical alternatives
- a) YES
  - b) NO
34. As a rule, you proceed only when you have a clear and detailed plan
- a) YES
  - b) NO
35. You easily empathize with the concerns of other people
- a) YES
  - b) NO
36. You often prefer to read a book than go to a party
- a) YES
  - b) NO
37. You enjoy being at the center of events in which other people are directly involved
- a) YES
  - b) NO
38. You are more inclined to experiment than to follow familiar approaches
- a) YES
  - b) NO
39. You avoid being bound by obligations
- a) YES
  - b) NO
40. You are strongly touched by stories about people's troubles
- a) YES
  - b) NO
41. Deadlines seem to you to be of relative, rather than absolute, importance
- a) YES
  - b) NO
42. You prefer to isolate yourself from outside noises
- a) YES

b) NO

43. It's essential for you to try things with your own hands

a) YES

b) NO

44. You think that almost everything can be analyzed

a) YES

b) NO

45. For you, no surprises is better than surprises - bad or good ones

a) YES

b) NO

46. You take pleasure in putting things in order

a) YES

b) NO

47. You feel at ease in a crowd

a) YES

b) NO

48. You have good control over your desires and temptations

a) YES

b) NO

49. You easily understand new theoretical principles

a) YES

b) NO

50. The process of searching for a solution is more important to you than the solution itself

a) YES

b) NO

51. You usually place yourself nearer to the side than in the center of a room

a) YES

b) NO

52. When solving a problem you would rather follow a familiar approach than seek a new one
- a) YES
  - b) NO
53. You try to stand firmly by your principles
- a) YES
  - b) NO
54. A thirst for adventure is close to your heart
- a) YES
  - b) NO
55. You prefer meeting in small groups over interaction with lots of people
- a) YES
  - b) NO
56. When considering a situation you pay more attention to the current situation and less to a possible sequence of events
- a) YES
  - b) NO
57. When solving a problem you consider the rational approach to be the best
- a) YES
  - b) NO
58. You find it difficult to talk about your feelings
- a) YES
  - b) NO
59. You often spend time thinking of how things could be improved
- a) YES
  - b) NO
60. Your decisions are based more on the feeling of a moment than on the thorough planning
- a) YES
  - b) NO



61. You prefer to spend your leisure time alone or relaxing in a tranquil atmosphere
- a) YES
  - b) NO
62. You feel more comfortable sticking to conventional ways
- a) YES
  - b) NO
63. You are easily affected by strong emotions
- a) YES
  - b) NO
64. You are always looking for opportunities
- a) YES
  - b) NO
65. Your desk, workbench, etc. is usually neat and orderly
- a) YES
  - b) NO
66. As a rule, current preoccupations worry you more than your future plans
- a) YES
  - b) NO
67. You get pleasure from solitary walks
- a) YES
  - b) NO
68. It is easy for you to communicate in social situations
- a) YES
  - b) NO
69. You are consistent in your habits
- a) YES
  - b) NO
70. You willingly involve yourself in matters which engage your sympathies
- a) YES
  - b) NO

## Part IV

### WRITING A SUMMARY

#### *Анотація / Summary*

Написання анотації (*summary*), або короткого викладу тексту має на меті ознайомити читача з основним змістом прочитаного. Серед особливостей цього жанру писемного мовлення виокремлюють такі:

- 1) анотація коротша за оригінал: як правило, це 1/3 оригінального тексту;
- 2) вона містить лише основні ідеї та події оригіналу, без прикладів і повторів;
- 3) конкретні твердження в анотації поєднуються й узагальнюються;
- 4) в анотації не використовується пряма мова.

Навчання написання анотації базується на попередньо складеному плані текста-джерела, а також на низці послідовних **завдань**:

- зазначити прізвище й ініціали автора;
- виписати назву статті;
- указати вихідні дані статті (місце видання, видавництво, рік видання, номер журналу, сторінки);
- визначити й зазначити, до якої царини знань належить стаття;
- з'ясувати головну думку кожного з абзаців;
- згрупувати абзаци згідно з основною думкою тексту;
- сформулювати основну думку/ідею тексту.

#### **GUIDELINES FOR WRITING A SUMMARY**

- 1) read the text quickly in order to find the main ideas (**skimming**);
- 2) if necessary look at special passages of the text to make clear that you've got all the main facts and ideas (**scanning**);
- 3) take a pencil and underline the most important words (**marking**);
- 4) write down key-words that sum up the meaning of the text, but which needn't necessarily occur in the text (**making notes**);

- 5) sum up the key-words in simple sentences (**summing up in simple form**);
- 6) combine the simple sentences by using conjunctions like "as, though, because, since" etc or participle constructions or infinitives (**summing up in complex form**);
- 7) compare the original text with your text to find out that you've got the essential information (**check**).

### **Summary**

<b>The Article</b>	<b>Sample Summary</b>
<p style="text-align: center;"><b>Childhood Obesity</b></p> <p><i>Obesity has become a national epidemic in some countries, the USA included. Obese children are often shunned both by peers and adults, so it's extremely important you treat an obese child as an equal to other children. Parents play a crucial role in helping your child feel normal, control weight and develop healthy habits to stay fit for life. So, the specialists recommended the following:</i></p> <p><i>Be a positive role model. "Parents play a vital role in the development of their children," says Philip Fischer, M.D., a pediatrician at Mayo Clinic, Rochester, Minn. 'Take notice of lifestyle habits that can contribute to overeating and inactivity in your children – then set a good example.'</i></p> <p><i>Get active. Try to plan activities that get the whole family moving, such as skating, hiking or biking. Make an after-dinner walk a regular part of your family's evening. Gardening, running through the sprinkler, shoveling snow and cleaning the garage are all good options.</i></p> <p><i>Try not to love with food. Instead of rewarding your children with snacks, teach them to use food for energy. Rather than treating your child to an ice-cream cone for a good grade, choose an alternative way of celebrating.</i></p> <p><i>Watch what your kids drink, too. Drinks with calories provide lots of sugar with little health benefit. Limit fruit juice and diet soda.</i></p>	<p><i>The author of the article "Childhood obesity" points out that nowadays obesity has become a national epidemic in some countries, including the USA. He insists that parents might help their children acquire healthy habits to stay fit.</i></p> <p><i>The author illustrates the opinion of Philip Fischer, M.D., a pediatrician at Mayo Clinic, Rochester, Minn, who recommends parents to set a positive example for their kids in developing healthy lifestyles habits. For this purpose parents themselves should lead an active way of life, reward their kids with love and not with food, control what their children drink, limit their TV, video and computer time, concentrate on positive goals like achieving good results rather than on negative ones like losing weight, and make sure that in this process the whole family is involved.</i></p>

*Limit television, video and computer time. "There's a clear link between television time – especially when combined with eating – and obesity," says Dr. Fischer. 'Children should not have televisions in their bedrooms, and all kids should limit television, video or computer game time to no more than an hour or two a day.'*

*Focus on positive goals. 'Overweight children should focus on achieving goals they want to achieve,' says Dr. Fischer. 'They may set their sights on running laps with, instead of behind, the class, or being able to bike for more than 20 minutes without getting tired. It's much better to choose these kinds of positive goals than to focus on more negative-sounding goals, like losing weight.'*

*Take small steps as a family. Make sure changes are subtle and involve the whole family. It's better to substitute fruit in place of dessert than to omit dessert altogether. That way your child won't feel like there has been a revolution.*

*(From MayoClinic.com)*

**The purpose of a summary** is to give the reader, in about 1/3 of the original length of an article/lecture, a clear, objective picture of the original lecture or text. Most importantly, the summary restates only the main points of a text or a lecture without giving examples or details, such as dates, numbers or statistics.

**Skills practiced:** note-taking, paraphrasing (using your own words and sentence structure), condensing.

Before writing the summary:

**1. For a text, read, mark, and annotate the original:**

- highlight the topic sentence
- highlight key points/key words/phrases
- highlight the concluding sentence
- outline each paragraph in the margin

**2. Take notes on the following:**

- the source (author--first/last name, title, date of publication, volume number, place of publication, publisher, URL, etc.)
- the main idea of the original (paraphrased)
- the major supporting points (in outline form)
- major supporting explanations (e.g. reasons/causes or effects)

**WRITING YOUR SUMMARY – STEPS**

1. Organize your notes into an outline which includes main ideas and supporting points but no examples or details (dates, numbers, statistics).
2. Write an introductory paragraph that begins with a frame, including an in-text citation of the source and the author as well as a reporting verb to introduce the main idea. The reporting verb is generally in present tense.

In his/her article " \_\_\_\_\_," \_\_\_\_\_ (year)  
 (title, first letter capitalized) (author/lecturer's last name)

**argues/claims/reports/contends/maintains/states** that \_\_\_\_\_.  
 (main idea/argument; S + V + C)

Example:

*In his article "Michael Dell turns the PC world inside out," Andrew E. Serwer (1997) describes how Michael Dell founded Dell Computers and claims that Dell's low-cost, direct-sales strategy and high quality standards account for Dell's enormous success.*

**Reporting verbs:**

**STRONG ARGUMENT==>NEUTRAL==>COUNTER ARGUMENT==>SUGGESTION==>CRITICISM**

argue	state	refute the claim	suggest	criticize
claim	report	argue against	recommend	
contend	explain	demur the inference		
maintain	discuss	challenge the statement		
insist	illustrate			
posit	observe			

Other examples of frames:

- 1) According to \_\_\_\_\_ (year), \_\_\_\_\_.  
(author's last name) (main idea; S + V + C)
- 2) \_\_\_\_\_'s article on \_\_\_\_\_ (year) discusses the \_\_\_\_\_.  
(author's last name) (topic) (main idea; Noun Phrase)
- 3) \_\_\_\_\_ (year), in his/her article, " \_\_\_\_\_ " argues that \_\_\_\_\_.  
(author's last name) (title of article) (main idea; S + V + C)
- 4) According to "Title of the Article" (year), \_\_\_\_\_.  
(main idea; S+V+C)
- 5) \_\_\_\_\_ has a major impact on \_\_\_\_\_ (author's last name, year).  
(topic/NP) (NP)

3. The main idea or argument needs to be included in this first sentence. Then mention the major aspects/factors/reasons that are discussed in the article. Give a full reference for this citation at the end of the summary.
  - A. For *a one-paragraph summary*, discuss each supporting point in a separate sentence. Give 1-2 explanations for each supporting point, summarizing the information from the original.
  - B. For *a multi-paragraph summary*, discuss each supporting point in a separate paragraph. Introduce it in the first sentence (topic sentence).
4. Support your topic sentence with the necessary reasons or arguments raised by the author/lecturer but omit all references to details, such as dates or statistics.
5. Use discourse markers that reflect the organization and controlling idea of the original, for example *cause-effect*, *comparison-contrast*, *classification*, *process*, *chronological order*, *persuasive argument*, etc.
6. In a longer summary, remind your reader that you are paraphrasing by using "*reminder phrases*," such as:

*The author goes on to say that ...*

*The article (author) further states that ...*

*(Author's last name) also states/maintains/argues that ...*

*(Author's last name) also believes that ...*

*(Author's last name) concludes that...*

7. Restate the article's conclusion in one sentence.
8. Give a full reference for the citation.

## Part V

### TRANSITION WORDS AND PHRASES

#### Agreement / Addition / Similarity

The transition words like *also*, *in addition*, and, *likewise*, **add information**, **reinforce ideas**, and **express agreement** with preceding material.

<b>in the first place</b>	<b>again</b>	<b>moreover</b>
<b>not only ... but also</b>	<b>to</b>	<b>as well as</b>
<b>as a matter of fact</b>	<b>and</b>	<b>together with</b>
<b>in like manner</b>	<b>also</b>	<b>of course</b>
<b>in addition</b>	<b>then</b>	<b>likewise</b>
<b>coupled with</b>	<b>equally</b>	<b>comparatively</b>
<b>in the same fashion / way</b>	<b>identically</b>	<b>correspondingly</b>
<b>first, second, third</b>	<b>uniquely</b>	<b>similarly</b>
<b>in (the) light of</b>	<b>like</b>	<b>furthermore</b>
<b>not to mention</b>	<b>as</b>	<b>additionally</b>
<b>to say nothing of</b>	<b>too</b>	
<b>equally important</b>		
<b>by the same token</b>		

### Opposition / Limitation / Contradiction

Transition phrases like *but*, *rather* and *or*, express that there is evidence to the **contrary** or point out **alternatives**, and thus introduce a change the line of reasoning (**contrast**).

<p>although this may be true in contrast different from of course ..., but on the other hand on the contrary at the same time in spite of even so / though be that as it may then again above all in reality after all</p>	<p>but (and) still unlike or (and) yet while albeit besides as much as even though</p>	<p>although instead whereas despite conversely otherwise however rather nevertheless nonetheless regardless notwithstanding</p>
--	--	---

### Cause / Condition / Purpose

These transitional phrases present specific **conditions or intentions**.

<p>in the event that granted (that) as / so long as on (the) condition (that) for the purpose of with this intention with this in mind</p>	<p>If ... then unless when whenever while because of</p>	<p>in case provided that given that only / even if so that so as to owing to</p>
--	--	--



<b>in the hope that</b> <b>to the end that</b> <b>for fear that</b> <b>in order to</b> <b>seeing / being that</b> <b>in view of</b>	<b>as</b> <b>since</b> <b>while</b> <b>lest</b>	<b>inasmuch as</b> <b>due to</b>
--	--	-------------------------------------

### Examples / Support / Emphasis

These transitional devices (like *especially*) are used to introduce examples as **support**, to indicate **importance** or as an **illustration** so that an idea is cued to the reader.

<b>in other words</b> <b>to put it differently</b> <b>for one thing</b> <b>as an illustration</b> <b>in this case</b> <b>for this reason</b> <b>to put it another way</b> <b>that is to say</b> <b>with attention to</b> <b>by all means</b>	<b>notably</b> <b>including</b> <b>like, such as</b> <b>to be sure/surely</b> <b>namely</b> <b>chiefly</b> <b>truly</b> <b>indeed</b> <b>certainly</b> <b>markedly</b>	<b>in fact</b> <b>in general</b> <b>in particular, in detail</b> <b>for example/for instance</b> <b>to demonstrate</b> <b>to emphasize</b> <b>to repeat</b> <b>to clarify</b> <b>to explain</b> <b>to enumerate</b>
<b>important to realize</b> <b>another key point</b> <b>first thing to remember</b> <b>most compelling evidence</b> <b>must be remembered</b> <b>point often overlooked</b> <b>to point out</b> <b>on the positive side</b>	<b>especially</b> <b>explicitly</b> <b>specifically</b> <b>expressly</b> <b>surprisingly</b> <b>frequently</b> <b>significantly</b> <b>particularly</b>	

on the negative side with this in mind		
---	--	--

### Effect / Consequence / Result

Some of these transition words (*thus, then, accordingly, consequently, therefore, henceforth*) are time words that are used to show that **after** a particular time there was a **consequence** or an **effect**. *Note* that *for* and *because* are placed before the cause/reason. The other devices are placed before the consequences or effects.

as a result under those circumstances in that case for this reason in effect	for thus because the then hence	consequently therefore thereupon forthwith accordingly henceforth
--	---	--

### Conclusion / Summary / Restatement

These transition words and phrases **conclude**, **summarize** and / or restate ideas, or **indicate** a final **general statement**. Also some words (like *therefore*) from the **Effect / Consequence** category can be used to summarize.

as can be seen generally speaking in the final analysis all things considered as shown above in the long run given these points as has been noted in a word for the most part	after all in fact in summary in conclusion in short in brief in essence to summarize on balance altogether	by and large to sum up on the whole in any event in either case all in all Obviously Ultimately Definitely
--	---	--

	<b>overall</b> <b>ordinarily</b> <b>usually</b>	
--	---	--

### Time / Chronology / Sequence

These transitional words (like *finally*) have the function of **limiting, restricting,** and **defining time.** They can be used either alone or as part of *adverbial expressions.*

<b>at the present time</b> <b>from time to time</b> <b>sooner or later</b> <b>at the same time</b> <b>up to the present time</b> <b>to begin with</b> <b>in due time</b> <b>as soon as</b> <b>as long as</b> <b>in the meantime</b> <b>in a moment</b> <b>without delay</b> <b>in the first place</b> <b>all of a sudden</b> <b>at this instant</b> <b>first, second</b>	<b>after</b> <b>later</b> <b>last</b> <b>until</b> <b>till</b> <b>since</b> <b>then</b> <b>before</b> <b>hence</b> <b>since</b> <b>when</b> <b>once</b> <b>about</b> <b>next</b> <b>now</b>	<b>henceforth</b> <b>whenever</b> <b>eventually</b> <b>meanwhile</b> <b>further</b> <b>during</b> <b>in time</b> <b>prior to</b> <b>forthwith</b> <b>straightaway</b> <b>by the time</b> <b>whenever</b> <b>until now</b> <b>now that</b>
<b>immediately</b> <b>quickly</b> <b>finally</b>	<b>formerly</b> <b>suddenly</b> <b>shortly</b>	<b>instantly</b> <b>presently</b> <b>occasionally</b>

Many transition words in the time category (*consequently; first, second, third; further; hence; henceforth; since; then, when; and whenever*) have other uses. Except for the numbers (*first, second, third*) and *further* they add a meaning of **time** in

expressing conditions, qualifications, or reasons. The numbers are also used **to add information or list examples**. *Further* is also used to indicate added space as well as added time.

### Space / Location / Place

These transition words are often used as part of *adverbial expressions* and have the function to restrict, limit or qualify **space**. Quite a few of these are also found in the **Time** category and can be used to describe spatial order or spatial reference.

<b>in the middle</b>	<b>here</b>	<b>further</b>
<b>to the left/right</b>	<b>there</b>	<b>beyond</b>
<b>in front of</b>	<b>next</b>	<b>nearby</b>
<b>on this side</b>	<b>where</b>	<b>wherever</b>
<b>in the distance</b>	<b>from</b>	<b>around</b>
<b>here and there</b>	<b>over</b>	<b>between</b>
<b>in the foreground</b>	<b>near</b>	<b>before</b>
<b>in the background</b>	<b>above</b>	<b>alongside</b>
<b>in the center of</b>	<b>below</b>	<b>amid</b>
<b>adjacent to</b>	<b>down</b>	<b>among</b>
<b>opposite to</b>	<b>up</b>	<b>beneath</b>
	<b>under</b>	<b>beside</b>
		<b>behind</b>
		<b>across</b>

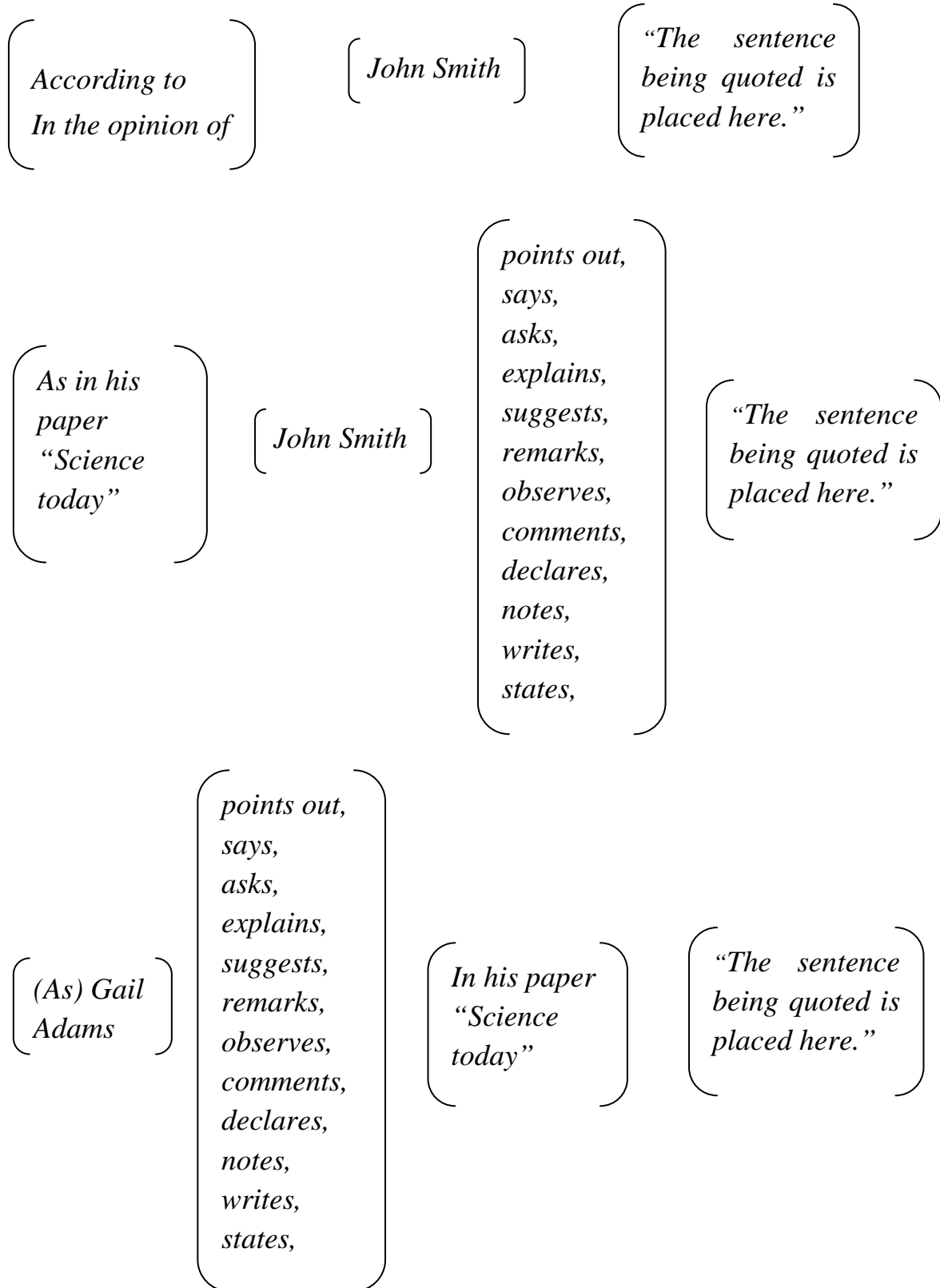
## Part VI

### Reporting Verbs for a Summary

acknowledges	describes	proposes
addresses	determines	proves
adds	discovers	questions
admits	emphasizes	rationalizes
agrees (disagrees)	envisions	refers to
analyzes	evaluates	remarks
answers	examines	replies
argues	explores	reports
ascertains	expounds on	reviews
asks	finds	says
assesses	furnishes	shows
believes	identifies	states
categorizes	inquires	stipulates
cites	investigates	stresses
compares (contrasts)	lists	suggests
concludes	makes the case	summarizes
concurrs	measures	surveys
considers	notes	synthesizes
critiques	observes	traces
defines	points out	views
delineates	postulates	warns
demonstrates	presents	writes

## Part VII

## EXAMPLES FOR INTRODUCTIONS TO QUOTATIONS IN A SUMMARY



## Part VIII

### USEFUL ACADEMIC PHRASES

According to Charles G. Morris in his book Psychology, ... (main idea) Charles G. Morris in Psychology discusses ... (main topic)

Charles G. Morris in his book Psychology states/describes/explains/ claims/argues that ... (main idea)

In Charles G. Morris' discussion of firstborns in Psychology, ... (main idea)

In his book Psychology, author Charles G. Morris states/describes/ explains/claims/argues that ... (main idea)

The author (or his name) (also) argues/believes/claims/describes/explains/states that ...

The author continues/goes on to say ...

The author (further) states that...

The author (or his name) concludes that...

In the third chapter of the book, the author (or his name) presents ...

A central issue in...is...

It is now generally accepted/recognized that...

In recent years, researches have become increasingly interested in...

Recently, there has been an increase of interest in...

Many recent studies have focused on...

Recently, a great deal of emphasis has been placed on...

One of the most important/promising aspects/tasks of...is...

One of the characteristic/important features of...is...

Over the last decade, research on...has increasingly demonstrated that...

The development of...has led to...

The relationship between... has been investigated/explored by many researches.

The close relationship between has become well established, supported, in particular, by...

The...has been extensively studied in recent years.

In ...there was a discussion about whether...

The literature concerning...is now quite voluminous.

Recent evidence on...is presented in...

We can/shall allude to the publications on the subject...

This theory finds support in the studies of...

... is known for her (his) work on...

... helped turn the study of ...into an experimental science.

... made a significant contribution to the treatment of...

... claimed that...

... explored the subject of...

... developed the theory/hypothesis of...

... defined...as...

The most complete account of this problem is found in...

However, few investigations have focused on...

However, little research has been undertaken to study the problem of...

However, little is known about the...

Although considerable amount of research has been concentrated on..., few attempts have been made to investigate...

Despite the importance/significance of..., little attention has been paid to...

None of these data/results/findings provide the evidence for...

No data/studies support the...

The problem of...remains ignored.

This aspect has not received (due) attention in the literature/

This problem has not received any scientific support.

This topic tends to be dismissed/effaced in the literature.

This topic still generates controversy.

This scientific method is little discussed in literature.

The literature on the subject is in confusion.

The problem of...remains ignored.

This notion/theory/idea/interpretation needs to be reconsidered.



This aspect needs clarification.

Only general aspects of this problem had been viewed in...

This question/aspect requires explanation.

Further investigations are needed to...

It remains unclear whether...

An important factor to consider here is...

It would be thus of interest to study/learn/investigate...

Thus we would raise some questions related to...

This paper questions the claim that...

In our paper we shall look at the problem of...from the perspective of...

This problem requires further research.

The issue that...ought to be raised here.

This latter point requires justification.

This issue can serve a basis for (the theory of...)/P.

This problem presupposes deep study.

In the present study we advance the hypothesis that...

To bridge the gap in our knowledge about...we place the issue in another perspective.

To solve the problem of...we employ the approach/strategy of...

This approach ensures obtaining such results as...

This method proved to be efficient for solving a number of various problems. In this paper, we demonstrate its application to...

This approach can be reasonably applied to...

This method proved useful in solving problems concerning...

In this paper, we discuss...

In this study, we present the preliminary results of...

In this paper, we report on...

The major task of this study is to provide...

The paper examines...

The present study analyzes...

The purpose of this paper is to give...

This paper focuses on...

This paper addresses the above questions from the perspective of...

This study expands the model of...to...

This study seeks to understand...

This study is set out to identify...

Using the described approach, this study explores...

In this study we briefly sketch the dimensions as we see them.

The present study rests on the claim/observation that...

The present study is premised on the notion/idea/hypothesis that...

Our research is based on the concept/belief/theory that...

In our investigation we proceed from the notion/viewpoint of...

Our point of departure has been the view/concept/idea that...

... is the main subject of the present discussion.

In the present study we set out to analyze...

In this study we assume a view of...

The chief aim of the study is to investigate...

The central/ultimate goal of our investigation is...

The problem that our research seeks to resolve is...

The present study seeks to resolve the problem of...

This paper presents a new methodological approach to the study of...

This paper proposes a new methodological framework within which...can be studied.

The new framework would help to investigate...

This framework would provide a practical way for the implementation of...

The structure of the paper is as follows:...

The first section views/clarifies/outlines ...

In the first section ... is described/sketched.

Section two portrays/dwells on...

The second section engages upon/shows that...

Section three argues that...

Section three concludes with a discussion of implications/consequences of...

The final section summarizes...

In the conclusion...is considered.

In the final section it is proposed that...

The results of the study are evaluated/examined and assessed in the last section.

As can be seen from the data,...

As can be seen in/from Table 1,...

As demonstrated by the paragraph,...

As (it) has been provided in Chapter 1,...

As shown by the data,...

As started on the previous page,...

...are shown/ given/ provided/ summarized in Table 1.

For more explanations, see Chapter 1...

Table (figure, graph) 1 demonstrates/ indicates/ shows/ suggests (that)...

Table (figure, graph) 1 gives/ illustrates/ presents/ reveals/ summarizes...

X is completely/ entirely/ quite different from Y.

X is considerably/ somewhat/ slightly larger/ smaller than Y.

X is exactly/ approximately/ almost the same as Y.

X is not exactly/ entirely / quite the same as Y.

Both X and Y are/ have...

X and Y are similar in that they both have/ are...

X is similar to Y in its...

X and Y are dissimilar in that X has much greater/ smaller...than Y.

The main difference/ one of the differences between X and Y is that X is ..., whereas (while) Y is ...

X is twice/ three times as large/ small as Y.

The data clarify the relationship between...

The data indicate/ suggest that there is a connection between...

There is some evidence in the data to support our hypothesis, which proposed that...

The errors may be due to...

The inconsistency of data is probably a consequence of...

This particular result may be attributed to the influence of...

The quantitative data support the initial hypothesis.

The results have failed to explain...

The results of the experiment question/ undermine the previous research.

Although the data shows support for..., mention should be made of some of the limitations of this study.

The findings of the study need to be treated with certain caution, since...

Notwithstanding their applicability, these findings will still be limited.

In general, our analysis/research/investigation shows...

Our paper offers an overview of...

This paper focused on/investigated/explored/showed...

These results are consistent with...

With one exception, the experimental data confirm...

From the results obtained...implications can be drawn.

Our paper implies a number of practical recommendations to...

The question remains as to...

This research provides implications for...

Our research contributes greatly to the understanding of...

Further research is needed to verify...

Further research is suggested to determine ...

We advocate further research on...

## Part IX

### SUPPLEMENT READING

#### Section 1

#### QUOTES ABOUT TEMPERAMENT / HUMOUR

1. “A man far oftener appears to have a decided character from persistently following his temperament than from persistently following his principles.” — Friedrich Nietzsche
2. “The quality of a person’s life is the sum total of the character, good or not so good, of the people whom he has inspired and motivated, directly and indirectly, with his living standard and lifestyle.” — Anuj Somany
3. “Who can be wise, amazed, temp'rate, and furious,  
Loyal and neutral, in a moment? No man.” — William Shakespeare
4. “Propose a new concept, most people especially acquaintances will outrightly reject it on knowing that it’s from an ordinary person; but when the same becomes the popular subject, none will ever reflect to accept that they once used to object to the very same idea’s beneficial effect.” — Anuj Somany
5. “A person understands other’s language only in tune with his attitude with most people all the time, so it’s wise to act nice with individuals only in proportion with the truth cherished in their lives.” — Anuj Somany
6. “Of an artistic temperament, I deny that I am; yet I must possess something of the artist's faculty of making the most of present pleasure.” — Charlotte Brontë
7. “Character and attitude deficiencies are piercing thorns depending your handhold” — Angelica Hopes
8. “His conception of the universe is, however, instinctive, not intellectual; it can't be criticized as a concept, because there’s none there, and it can't be criticized as temperament, because temperament can't be criticized.” — Álvaro de Campos
9. Great men are always of a nature originally melancholy. – Aristotle
10. A person's fate is their own temper. – Benjamin Disraeli

11. Temperance is love surrendering itself wholly to Him who is its object; courage is love bearing all things gladly for the sake of Him who is its object; justice is love serving only Him who is its object, and therefore rightly ruling; prudence is love making wise distinction between what hinders and what helps itself. – Augustine of Hippo
12. Good nature is worth more than knowledge, more than money, more than honor, to the persons who possess it. – Henry Ward Beecher
13. Who has skill in the art of music is of good temperament and fitted for all things. – Martin Luther
14. Artistic temperament is the disease that afflicts amateurs. – G. K. Chesterton
15. Temperament lies behind mood; behind will, lies the fate of character. Then behind both, the influence of family the tyranny of culture; and finally the power of climate and environment; and we are free, only to the extent we rise above these. – John Burroughs

## **Section 2**

### **TEXTS ON A RELEVANT TOPIC FOR SUPPLEMENT READING**

#### **THE FOUR HUMAN TEMPERAMENTS**

There are “reasons” for everything we do as human beings, though it is often difficult for us to understand why we think like we think, feel like we feel, or act like we act in life. Many of the answers for human behavior can be found in people’s temperaments or personalities. The study of the human personality goes all the way back to the famous Greek physician Hippocrates (460–370 BC), the “father of medicine” — he was born during the prophetic ministries of Nehemiah and Malachi, or some 450 years before the birth of Christ. Hippocrates’ work has been researched extensively and is used as a dynamic diagnostic tool in both psychology and psychiatry to this day. A generic explanation of human “Temperaments” or “Personalities” is that all of us have been born with genetically inherited “behavioral tendencies” that are as much a part of our DNA as is the color of our hair; all of us

are made up of DNA combinations passed on to us through our parents and ancestors. This fact is important because it helps us to more fully understand our basic behavioral disposition. Even though much of our human personality is inherited, it should also be noted, much of it has also been influenced and shaped by our unique environments. Most scientific research on human behavior suggests that about 50% of the variations in human personality are determined by genetic factors — so our human behavior is shaped equally by our environment and by our DNA. Thus, all of us as human beings have been hard-wired by our Creator (we are not just products of random chance – Ps 119:73; 139:13-16; Is 44:24), and we have all been impacted by the world around us. Furthermore, according to the scientific analysis all human personalities are commonly divided up into four major categories (with the exception of those with severe mental disorders), and these four types are further broken down into two categories — Extroverts and Introverts:

**Extroverted Personalities:** the Choleric and Sanguine personality-types are more “out-going,” more sociable, and more comfortable in a crowd, even standing out in a crowd.

**Introverted Personalities:** the Melancholy and Phlegmatic personality-types are more shy and “reserved” and feel anxious about being in crowd, especially at being singled-out in a crowd.

It should be noted that all human beings have a degree of each of these four personality types within them, though each person will definitely test out higher in one, with another being a close second. No individual only possesses one personality type, and most of us have a very strong secondary temperament. Should you take one of the personality tests available today, you would discover that you possess dominant characteristics in a couple of the temperaments, and each kind of personality has a general characteristic associated with it. It should be noted that there are varying degrees of Extroversion and Introversion — in other words, some Phlegmatics and Melancholies “border” on being out-going, and some Choleric and Sanguines “border” on being shy. Though the characteristics may not be true for everyone with a particular personality, they are generally true for the vast majority of

people. All four personality types have general strengths and weaknesses with which people must contend, and no one personality type is better than any other. All four have both good and bad qualities, and all four are needed to make this world a better place. Whatever your temperament or personality, God is the one who has given you the abilities and sensitivities that you possess, and He has given those things to you for a purpose — that you might faithfully work at developing them and using them in His service. Though our temperaments have been tainted by sin and the fall, God’s Spirit is mightily at work in us transforming us into the image of Christ that we might be more effective workmen in His Kingdom (Jn 17:17-20; 2 Cor 3:18; 5:20; Eph 4:7-16; Phil 2:13). Remember, no two people are alike – we are all unique – and we have all been given a unique call-ing in life. Therefore it is important that we not covet qualities we do not possess; rather, that we focus on discovering God’s will for our lives and enjoy serving Him with the skill-set with which we have been blessed; knowing that God wants to use us to do the work for which He designed us. So identify your skills and strengths and get to work! (Prayerfully reflect upon the following passages — Mt 6:33; 13:12; 25:14-30; Lk 12:48; Jn 21:20-22; 1 Cor 4:2; 12:4-7, 21-24; Eph 2:10).

Of all the relationships we have in life, marriage is by far the most important. A good relation-ship between a husband and a wife makes for a happy home. A marriage shadowed by bitterness, fighting and other unpleasantness leaves its scars on not only the couple, but also on their children and those around them. Good marriages are not just accidents — they are the result of hard work and understanding. In general, marriages between two people with the “same personality type” have the greatest potential for clashing, and anyone married to a sanguine or choleric is in for a challenge; this is mainly due to the tendencies of these two personality types to require excessive attention and control, respectively. Thus pretty much all marriages will have fairly significant challenges. Most often “opposites do attract” — Sanguine individuals tend to marry Melancholy ones, and Choleric favor Phlegmatics; though such situations are not always the case, they do appear to be the



most common. It should be noted that there is no such thing as “the ideal combination;” we are all fallen human beings with foibles and shortcomings.

Following is a brief description of each of the four temperaments or personalities — at the end of each description I have listed the two primary characteristics for that temperament. By identify-ing the two temperaments that best describe who you are as a person, you should be able to identify your “strongest characteristic” — be it predominantly extroversion, introversion, organizational, or relational. Aside from the Extrovert-Introvert continuum that was described above on the pre-vious page, there is the Organizational-Relational continuum — Choleric and Melancholies are more “organizational,” whereas the Sanguines and Phlegmatics are more “relational.” With that said, let’s look at a description of the four temperaments, beginning with the “sanguine” —

**A. SANGUINE** — The Sanguine temperament is fundamentally impulsive and pleasure-seeking. Sanguine’s are frequently referred to as “the talker.” They are expressive in personality... desire influence, and being enthusiastic with people... in expressing thoughts with excitement... and being the center of attention. The Sanguine is sociable and charismatic, generally warm-hearted, pleasant, lively, optimistic, creative, compassionate, and outgoing; he is the life of the party, humorous, enthusiastic, and cheerful; he easily attracts others and makes friends; he inspires others to work and join in the fun. He is sincere at heart, always a child, creative and colorful, possesses energy and enthusiasm, loves people, is a great volunteer, thrives on compliments, and doesn’t hold grudges. The Sanguine likes to talk a lot... struggles with completing tasks... is chronically late... and tends to forget his obligations... he bases his decisions primarily on feelings. Sanguine types can be great parents, because they love to have fun; but their homes are often frenzied and disorganized, and the only time you find everyone silent is when they are sleeping! Sanguine people usually possess high amounts of energy, so they often seem restless and spon-taneous. This type of personality loves the life of luxury and impressing others... they are big spenders... they love to travel the world and indulge in rich, comfortable living... and they will do almost anything to satisfy their always

present need to be absorbed by something meaningful and exciting. They are impulsive and often find it difficult to control their cravings; as such, people with this temperament are more susceptible to smoking, alcohol, drugs, gambling and taking risk; sadly, they are most susceptible to chemical imbalances, addictions and mood disorders. These people feel bored if they are not absorbed by something intriguing and adventurous. The Sanguine is very poor at tolerating boredom; for the most part he will try to avoid monotony and that which is routine at all costs; routine jobs and boring companions annoy him and irritate him. The Bible characters that seem to best fit the characteristics of a Sanguine are King David and Peter. In addition to the characteristics listed below, the Sanguine is essentially described as being relational and an extrovert...

1. Is self-composed, seldom shows signs of embarrassment, perhaps forward or bold.
2. Is eager to express himself before a group; likes to be heard.
3. Prefers group activities; work or play; not easily satisfied with individual projects.
4. Is not insistent upon acceptance of his ideas or plans; compliant and yielding.
5. Is good in details; prefers activities requiring pep and energy.
6. Is impetuous and impulsive; his decisions are often (usually) wrong.
7. Is keenly alive to environment, physical and social; likes curiosity.
8. Tends to take success for granted; is a follower; lacks initiative.
9. Is hearty and cordial, even to strangers; forms acquaintanceship easily.
10. Tends to elation of spirit; not given to worry and anxiety; is carefree.
11. Seeks wide and broad range of friendships; is not selective; not exclusive in games.
12. Is quick and decisive in movements; pronounced or excessive energy output.
13. Turns from one activity to another in rapid succession; little perseverance.
14. Makes adjustments easily; welcomes changes; makes the best appearance possible.

15. Is frank, talkative, sociable, expresses emotions readily; does not stand on ceremony.

16. Has frequent fluctuations of mood; tends to frequent alterations of elation and depression.

**B. CHOLERIC** — The Choleric temperament is fundamentally ambitious and leader-like. The Choleric is the strongest of the extroverted Temperaments, and is sometimes referred to as a “Type A” personality or “the doer” (or “the driver”); he is a hard driving individual known for accomplishing goals... he has a lot of aggression, energy, and/or passion, and tries to instill it in others. Dominant in personality Choleric desire control, and are best at jobs that demand strong control and authority, and require quick decisions and instant attention. The Choleric is the most insensitive of the Temperaments; they care little for the feelings of others; feelings simply don't play into the equation for them. Most Choleric are men, and born leaders who exude confidence; they are naturally gifted businessmen, strong willed, independent, self sufficient, they see the whole picture, organize well, insist on production, stimulate activity, thrive on opposition, are unemotional and not easily discouraged. They are decisive, must correct wrongs when they see them, and compulsively need to change things. They systematize everything, are all about independence, and do not do well in a subordinate position. They are goal oriented and have a wonderful focus as they work; they are good at math and engineering, are analytical, logical and pragmatic; and are masters at figuring things out. They are skeptical and do not trust easy; they need to investigate the facts on their own, relying on their own logic and reasoning. If they are absorbed in something, do not even bother trying to get their attention. Negatively, they are bossy, domineering, impatient, can't relax, quick tempered, easily angered, unsympathetic, enjoy arguments, too impetuous, and can dominate people of other temperaments, especially the Phlegmatic types. Many great charismatic military and political figures were Choleric. They like to be in charge of everything... they are workaholics who thrive on control and want their way... they are highly independent people, and have very little respect for diplomas and other credentials. They set high standards, are

diligent and hard-working, are rarely satisfied, and never give up their attempts to succeed. Choleric women are very rare, but strangely are very popular people. Choleric men have the most trouble with anger, intolerance and impatience; they want facts instead of emotions; and should you get your feelings hurt, it's your problem, not theirs. The Choleric does not have many friends (though he needs them), and he has a tendency to fall into deep sudden depression, and is much prone to mood swings. The Bible characters that seem to best fit the characteristics of a Choleric are the apostle Paul, James, Martha and Titus. In addition to the characteristics listed below, the Choleric is essentially described as being organizational and an extrovert...

1. Is self-composed; seldom shows embarrassment, is forward or bold.
2. Is eager to express himself before a group if he has some purpose in view.
3. Is insistent upon the acceptance of his ideas or plans; argumentative and persuasive.
4. Is impetuous & impulsive; plunges into situations where forethought would have deterred him.
5. Is self-confident and self-reliant; tends to take success for granted.
6. Exhibits strong initiative; tends to elation of spirit; seldom gloomy; prefers to lead.
7. Is very sensitive and easily hurt; reacts strongly to praise or blame.
8. Is not given to worry or anxiety; he is seclusive.
9. Is quick and decisive in movement; pronounced or excessive energy output.
10. Has marked tendency to persevere; does not abandon something readily regardless of success.
11. Is characterized by emotions not freely or spontaneously expressed, except anger.
12. Makes best appearance possible; perhaps conceited; may use hypocrisy, deceit, disguise.

**C. PHLEGMATIC** — The Phlegmatic temperament is fundamentally relaxed and quiet, ranging from warmly attentive to lazily sluggish. Phlegmatics are referred

to as “the watcher” — they are best in positions of unity and mediation, and solid in positions that desire steadiness. The Phlegmatic is most often a female who tends to be easygoing, content with herself, calm, cool and collected, tolerant of others, well-balanced, sympathetic, kind, unassuming, keeps emotions hidden, is happily reconciled to life, not in a hurry, has many friends, avoids conflict, inoffensive, quiet but witty, agreeable and intuitive... though they are very peaceful, patient and adaptable, they tend to be reluctant, indecisive and a worrier. They are wonderful at gathering facts, classifying them, and seeing the relationship between them; basically, they are good at generalizing, seeing the bigger picture, and reading between the lines. They are accepting, affectionate, frequently shy, and often prefer stability to uncertainty and change. Because they are fearful, indecisive and hesitant of things in life, they have a compromising nature. Phlegmatics often worries about everything. They want to know other people’s deepest feelings and strive to build intimate attachments with just about everyone in their lives. They are interested in cooperation and interpersonal harmony, and this is why they preserve their family ties and friendships. They could be described as considerate, charitable, sympathetic, trusting, warm, calm, relaxed, consistent, rational, curious, and observant — this makes them good administrators. Phlegmatic men and women strive for greater self-knowledge, and seek to contribute to society at large. On the negative side, they are often selfish, self-righteous, judge others easily, resist change, stay uninvolved, dampen enthusiasm, and can be passive-aggressive. In large part, the Phlegmatic temperament is deemed to be a neutral temperament. The Bible characters that seem to best fit the characteristics of a Phlegmatic are Joseph, Timothy and Barnabas. In addition to the following characteristics, the Phlegmatic is essentially described as being relational and an introvert...

1. Is deliberative; slow in making decisions; perhaps overcautious in minor matters.
2. Is indifferent to external affairs.
3. Is reserved and distant.
4. Is slow in movement.

5. Has a marked tendency to persevere.
6. Exhibits a constancy of mood.

**D. MELANCHOLIC** — The Melancholic temperament is fundamentally introverted & thoughtful. Melancholies are often referred to as “the thinker.” Their analytical personality’s desire caution and restraint, best at attending to details and in analyzing problems too difficult for others. They tend to be deep-thinkers and feelers who often see the negative attributes of life, rather than the good and positive things. They are self-reliant and independent and get wholly involved in what they are doing. Melancholies can be highly creative in activities such as art, literature, music, health-care and ministry, and can become preoccupied with the tragedy and cruelty in the world; they long to make a significant and lasting difference in the world. Melancholies usually have a high degree of perfectionist tendencies, especially in regards to their own lives or performance. They are serious, purposeful, analytical, musical, artistic, talented, creative, self-sacrificing, conscientious, idealistic, philosophical, and are genius prone. They are also very “introspective” and hold themselves to a very high standard — one that can rarely be achieved. They tend to be highly organized, schedule oriented, economical, tidy, neat, detail conscious, finish what they start, like charts, graphs, figures and lists, see the problems and are able to identify creative solutions with ease. Sadly, many Melancholies are also victims of deep bouts of depression that come from great dissatisfaction, disappointment, hurtful words or events. Melancholy personalities are people who have a deep love for others, while usually holding themselves in contempt. In short, melancholies take life very seriously (too much so sometimes) and it often leaves them feeling blue, helpless or even hopeless. Because they are deeply caring people, they make great doctors, nurses, social workers, ministers, and teachers. This comes from a deep sense of what others are feeling or experiencing and the inward need to reach out and do something in order to help them. They are extremely loyal in friendships; there is an old saying that goes like this: “If you have a Melancholy for a friend, you have a friend for life.” Most Melancholies have a low self-image, are inclined toward depression, think “self-promotion” is tacky, are continually into

“fixing themselves,” are notoriously “guilty” (they have an over-active conscious), and tend to worry much too often about their health. The Bible characters that seem to best fit the characteristics of a Melancholy are Moses and Abraham. In addition to the following characteristics listed below, the Melancholy is essentially described as being organizational and an introvert...

1. Is self-conscious, easily embarrassed, timid, bashful.
2. Avoids talking before a group; when obliged to he finds it difficult.
3. Prefers to work and play alone. Good in details; careful.
4. Is deliberative; slow in making decisions; perhaps overcautious even in minor matters.
5. Is lacking in self-confidence and initiative; compliant and yielding.
6. Tends to detachment from environment; reserved and distant except to intimate friends.
7. Tends to depression; frequently moody or gloomy; very sensitive; easily hurt.
8. Does not form acquaintances readily; prefers narrow range of friends; somewhat exclusionary.
9. Worries over possible misfortune; crosses bridges before coming to them.
10. Is secretive; seclusive; shut in; not inclined to speak unless spoken to.
11. Is slow in movement; deliberative or perhaps indecisive; moods frequent and constant.
12. Often represents himself at a disadvantage; modest and unassuming.

Closing note to this section: The biblical characters listed above — Joseph, Timothy, Barnabas, David, Peter, Paul, James, Titus, Martha, Moses, and Abraham — obviously possessed temperaments other than the one attributed to them. These individuals were chosen because of the behavioral tendencies they demonstrated at various times in biblical history.

## **THE VARIOUS TEMPERAMENT COMBINATIONS**

Following are the various temperament combinations and what they look like when they are combined together. Once you have identified your “primary temperament” and the temperament that is a close second for you, you are then ready to see how the two temperaments look when joined together. When looking at the various temperament options below, your “primary temperament” will be listed first — for example, if your primary temperament is a Sanguine and your runner-up temperament is a Choleric, they would be listed as “San/Chol” under the heading “Sanguine,” not as “Chol/San” under the heading “Choleric” (your secondary temperament); your primary temperament needs to be listed first. The corresponding results of the combinations listed can be found on the following website if interested: <http://www.selfgrowth.com/articles/Warfield2.html>

### **SANGUINE**

San/Chol – This is the strongest “extrovert” of all the blends because both primary types are extroverted. They are people-oriented and enthusiastic but with the resolutions of the Choleric tempering the lack of organization of the Sanguine. He is almost always a sports enthusiast and is ideal in sales. He can talk too much and can be obnoxious if threatened. The forgetfulness of the Sanguine and the caustic nature of the Choleric may make them hurtful without realizing it.

San/Mel – They are highly emotional people whose moods can fluctuate from highs to lows and back again quickly. The Sanguine’s outgoing nature often allows the Melancholy's critical nature to surface too easily. It is very easy for a San/Mel to "get down" on themselves, and to realize their potential, it is best that they work with others.

San/Phleg – The overpowering outgoing nature of the Sanguine is tempered by the gracious Phlegmatic. These are extremely happy and carefree individuals who live to help people. They would not purposely hurt anyone but they must fight a lack of workplace motivation; they would rather visit than work.



## **CHOLERIC**

Chol/San – The second strongest extrovert is an active and purposeful individual; he is almost fearless and has high levels of energy. Whatever his profession, his brain is always active and engaged. His weaknesses combine the quick anger of the Sanguine with the resentment of the Choleric. He gets AND gives ulcers. He may leave people (including spouse and children) shell-shocked and resentful because of his angry outbursts.

Chol/Mel – The Choleric/Melancholy is very industrious and capable. He is both Industrious and detailed. He combines verbal aggressiveness with sharp attention to detail. He is very competitive and forceful. He can be autocratic and opinionated with work habits that keep after details until the job is completely finished. He finds interpersonal relationships difficult due to the hard-to-please nature of the Choleric and the perfectionistic nature of the Melancholy.

Chol/Phleg – This is the most subdued of the outgoing temperaments. He is extremely capable in the long run though he may not impress you that way at first. He is organized and a good planner. He often gets more accomplished than other temperaments because he always thinks in terms of enlisting others to help him. His weaknesses include a tendency to quietly harbor bitterness rather than letting it out. Acknowledging weaknesses is difficult for him and he tends to worry about his performance in life activities.

## **PHLEGMATIC**

Phleg/San – This is the easiest to get along with being congenial, happy, and people-oriented. They make excellent administrators and other jobs that involve getting along with people. He may lack motivation and discipline and may fall short of his true capabilities. He may "putter around" for years without making progress.

Phleg/Chol – This is the most active of the introverts but he'll never be a ball of fire. He can be an excellent counselor because he is an active listener. He is practical and helpful and patient. He may lack motivation and may become stubborn if threatened. He may also have a tendency toward being sedentary and passive. He needs to be around other people as he is externally motivated.

Phleg/Mel – This is gracious and quiet, does the proper thing and is dependable. He wobbles between patience and criticism and may tend toward negativism. They can be afraid of over-extending themselves so may avoid involvement in a group.

### **MELANCHOLY**

Mel/San – They are detailed and organized; the Melancholy is tempered by the outgoing and warm Sanguine. He makes an excellent teacher as his organized side is well versed in the facts and his Sanguine side makes him enjoyable to listen to. If he goes into sales it will be sales that calls for exacting detail and the presentation of many facts. He is an emotional person – from being moved to tears to being critical and hard on others. Both temperaments can be fearful which may make this an insecure person with a poor self image.

Mel/Chol – This is both a perfectionist and a driver which may lead him into law or medicine. They mix decisiveness and determination. Because of the critical nature of the Melancholy they may be very difficult to please. If they become negative about someone or something it will have a tendency to stay with them for a long time. Their combination can lead them to "nit-pick" others and be revengeful to those they have a grudge against.

Mel/Phleg – These are often teachers and scholars. They are not as prone to hostility as other

Melancholy blends and combines analysis with organization. They make excellent accountants and bookkeepers. Unfortunately he can become easily discouraged and may be susceptible to fear and anxiety. They may become uncooperative because of stubborn, rigid tendencies.

## THE MAIN TYPES OF TEMPERAMENT

### A bit of history...

The Four Temperaments originated in ancient times, and were known as the 'four humours'. It was believed that your personality was determined by the balance of black bile, phlegm, yellow bile, and blood in your body, which is how the temperaments get their archaic and rather gory-sounding names. This is, as we know now, pure rubbish; our bodily juices don't determine who we are. However, while they were wrong about the cause, the observations about personalities do still hold some value.

*It's sort of like how the Ancient Egyptians believed that the sun rose because it was rolled into the sky by a giant invisible dung beetle. The fact that they were wrong about the beetle bit doesn't mean that the sun doesn't rise. Their knowledge of the sun's journey was detailed and accurate enough that they could use sundials and make calendars. Just because they were dead wrong about the cause doesn't mean that their knowledge of the effect was wrong too.*

### What is temperament?

The temperaments are a way of classifying peoples' emotional attitudes, the foundations of their personality. They apply in a very **broad strokes** way – that is, they are vague rather than specific and detailed – and **make no attempt to identify every detail of a person's personality**. *They are words like 'mammal' or 'reptile', not words like 'dog' or 'rattlesnake'.*

**'Personality' and 'temperament' are not synonymous. Temperaments are merely one of many facets of a person's overall personality.** Two people may have identical temperaments, but could be completely different in every other way. *Many works of fiction will in fact have a Hero and a Villain who have identical temperaments, but who could never be said to be similar people.* They are easily recognized, once you know the patterns; you needn't know a person for longer than five minutes in order to at least get an idea of their temperaments.

*This is like how you can tell whether someone's male or female at a glance, usually. Knowing their gender will give you an idea about their personality, but it*

*won't come close to showing you every detail about them. Similarly, two women will technically share the same anatomy, which is why they can be classed together as 'women', but they will differ in every detail. The sizes and shapes of their parts set them apart as individuals, in the same way that two people of the same temperaments will be set apart as individuals by the intensity of their temperamental traits.*

**As humans, we all have access to a wide spectrum of different emotions.** We all get angry, happy, sad, and so on. We all wish at times to be around others, or to be alone. The temperaments are determined by the balance of these emotions. For example, the choleric temperament is more prone to anger than the other temperaments. However, we all get angry from time to time. Being angry and being choleric are NOT synonymous. If you are angry, it does not mean that you are 'being choleric right now'. If you are angered *easily* and *frequently*, however, then THAT is probably a sign that you are choleric.

### **Blends**

There are only four temperaments, but that's a very limiting number, so it's more useful to describe people in terms of temperament **blends**. These blends consist of a primary and secondary temperament, such as Melancholic–Phlegmatic or Choleric–Sanguine. The order is important; a Melancholic–Phlegmatic blend is noticeably different to a Phlegmatic–Melancholic one. The primary temperament describes the most obvious part of a person's personality, while the secondary one just serves to flesh it out in more detail. They're called 'blends' and not 'pairs' for a reason. A Melancholic–Choleric person does not have a 'melancholic half' and a 'choleric half', as if inhabited by two different people.

This is like how purple light is made up of red and blue, but it can't be said to have a 'red side' or to be 'blue sometimes'. The blended colour is distinct from both blue and red and neither can be isolated, despite it being made from them both.

### **They stay the same**

Temperaments are not passing moods, or phases in our attitudes. They are the foundation of our emotional natures, which **stay constant throughout life** (barring perhaps severe brain injury), from birth until death, **even though every other aspect**

**of our personality may change.** Remember, temperaments are only one of many facets of a person's personality!

*This is like how – as a fully grown adult - you may build muscles, get a tan, wear different clothes, get a different hairstyle, and so on, but your skeleton will not change through any of this; you won't grow any taller. You won't change sex or eye colour either.*

Our views, our beliefs, our tastes, our confidence levels... All these things DO change while staying bound to a fundamental temperament. The temperament affects how these things change. For example, if subjected to abuse, a choleric person might become aggressive towards others in order to express their built-up anger and to have control and dominance that they cannot have around their abuser. A phlegmatic person put through the same abuse might become self-destructive or catatonic. The same stimulus affects people in different ways due to their temperaments. Temperaments are determined **by nature, not nurture.**

### **How and Why, not What**

While you could get a vague idea of a person's interests or behaviour from their temperaments, they cannot be used to predict such things with any kind of certainty.

However, they can be used to understand *\*why\** a person did a specific thing, and they determine their approach to a specific situation. For example, in response to teasing, a phlegmatic person might retreat within themselves and cry, because they are shy, sensitive and submissive, while a choleric person might start a fight, as they are bold, domineering, proud, and aggressive.

### **Not mutually exclusive!**

Temperaments should be seen as 'wholes', rather than lists of parts. They can be described using traits, but they are not determined by traits. You must connect the dots to see the bigger picture when determining temperament. You'll probably find that you have traits from them all, but only the overall description of two of them will fit.

*All snow is white, but not everything that's white is snow. Melancholics are sensitive, but being sensitive does not make you 'part melancholic'.*

There's not really such a thing as a 'choleric trait'; the choleric temperament can be described using a list of traits, but a person is not 'part choleric' just because they have one single trait from that list.

Let's say you describe an animal using the following list of traits: 'pointed ears, long, fast legs, a long face, short fur, and a mane on its neck'. From combining those traits into one *\*whole\**, you'd get something like a horse. However, taking one in isolation – say, 'pointy ears' – doesn't work; cats have pointy ears, but are not horses. Nor are they 'part horse' (ignoring biological shared ancestry), since the word 'horse' is not used in that way. Similarly, losing a leg doesn't make a horse into a different animal. Lacking a common trait of a temperament does not mean that you aren't that temperament if you do fit the 'whole picture'.

*A common objection to the very idea of temperaments follows this form: "People are too complex to be described with simple labels like this." "That dog has pointed ears, so it's part horse... Oh, but it has paws, so it's part cat! Its fur is long; it's part bear! It has teeth; it's part lizard! It's part every animal, so it can't be defined within the confines of a single label! It is far too complex!"*

## THE ZODIAC SIGNS AND TEMPERAMENT

### **An Introduction**

In Medical Astrology, the signs indicate both general conditions of humor and temperament affecting the overall physiology and metabolism of the entire organism; they also have affinities with different parts of the body. The general indications of a sign derive from its polarity, element, modality and planetary dignities. The specific indications of a sign in terms of parts of the body derive from its position or sequence within the wheel of the zodiac, as well as its basic symbolism and archetypes.

### **The Two Zodiacs**

Most Western forms of astrology use the tropical zodiac, which is based on the annual solar cycle of the seasons. Vedic and many eastern forms of astrology use the sidereal zodiac, which is based on the Moon and the celestial constellations of fixed stars. Although each system has its own advantages, it's quite fitting to use a solar, tropical frame of reference for Medical Astrology because it deals with the condition and expression of one's health, energy and vitality, which are solar functions and attributes.

### **Element and Temperament**

A sign's dominant or primary temperament is determined by its element, as follows:

The primary temperament of the Fire signs – Aries, Leo and Sagittarius – is Choleric.

The primary temperament of the Earth signs – Taurus, Virgo and Capricorn – is Melancholic.

The primary temperament of the Air signs – Gemini, Libra and Aquarius – is Sanguine.

The primary temperament of the Water signs – Cancer, Scorpio and Pisces – is Phlegmatic.

### **Modality: Cardinal, Fixed and Mutable**

A sign's modality isn't directly involved with its temperament, but is nevertheless important. In Medical Astrology, a sign's modality concerns the basic

reactions or response patterns of the organism to pathogenic factors and the disease process.

The response patterns of the Cardinal signs are very simple and clear-cut. The onset of an illness is usually clear and definite, and so is its remission; often, sudden, dramatic onsets and remissions may alternate. The Cardinal signs are predisposed to acute disorders, and have a moderate level of inherent vitality and resistance to disease. The Cardinal signs are Aries, Cancer, Libra and Capricorn.

The Fixed signs are long on endurance and persistence, and generally have the highest inherent vitality and resistance to disease. But once disease gains a foothold, it similarly becomes persistent and tenacious, and often becomes chronic. The eliminative functions are also slow and sluggish in the Fixed signs, and detoxification poor; once toxins, pathogens and morbid humors gain a foothold, they're also difficult to expel. The Fixed signs are Taurus, Leo, Scorpio and Aquarius.

The Mutable signs are flexible and adaptable, and know how to roll with the punches. They're usually beset by a long succession of minor complaints that come and go. Inherent vitality and resistance to disease is usually lowest in the Mutable signs, which tend to have a sensitive, allergic nature. The Mutable signs rule the digestive and respiratory tracts, which are always in intimate contact with the outer environment, and therefore allergically and immunologically challenged. The Mutable signs are Gemini, Virgo, Sagittarius and Pisces.

The two basic parameters that define a sign are its particular combination of element and modality. A sign's element defines its basic nature or content, whereas its modality defines its basic energetics and dynamics.

### **Sign Element and Polarity**

Two of the Four Elements, Fire and Air, are Hot and Yang, and are light, subtle and energetic. They're more extroverted, emissive, and deal with the vital, energetic systems of the body. The Yang, emissive signs are Aries, Gemini, Leo, Libra, Sagittarius and Aquarius.

Two of the Four Elements, Water and Earth, are Cold and Yin, and are heavy, gross and substantial. They are more introverted, receptive and reflective, and deal



with the substance and nutrition of the organism, or the Natural Faculty. The Yin, receptive signs are Taurus, Cancer, Virgo, Scorpio, Capricorn, and Pisces.

### **Planetary Dignity and Subtemperament**

In Greek Medical Astrology, the dominant or primary temperament of a sign is determined by its element, but its subtemperament is determined by its planetary dignities. These planetary dignities include a sign's classical domicile ruler, its modern ruler, if any, and its planetary exaltation, if any. The inherent temperaments of the planets are used to determine a sign's subtemperament.

When we put a sign's planetary dignities and subtemperament together with its element or primary temperament, we get the following:

Aries – Cardinal Fire: Choleric primary temperament. Choleric subtemperament – Mars ruler, Sun exaltation. Purely Choleric.

Taurus – Fixed Earth: Melancholic primary temperament. Sanguine / Phlegmatic subtemperament – Venus ruler, Moon exaltation.

Gemini – Mutable Air: Sanguine primary temperament. Nervous subtemperament – Mercury ruler.

Cancer – Cardinal Water: Phlegmatic primary temperament. Phlegmatic subtemperament – Moon ruler. Purely Phlegmatic.

Leo – Fixed Fire: Choleric primary temperament. Choleric subtemperament – Sun ruler. Purely Choleric.

Virgo – Mutable Earth: Melancholic primary temperament. Nervous subtemperament – Mercury ruler and exaltation. Purely Nervous / Melancholic.

Libra – Cardinal Air: Sanguine primary temperament. Sanguine subtemperament – Venus ruler. Purely Sanguine.

Scorpio – Fixed Water: Phlegmatic primary temperament. Choleric subtemperament – Mars domicile ruler, Pluto modern ruler.

Sagittarius – Mutable Fire: Choleric primary temperament. Sanguine subtemperament – Jupiter ruler.

Capricorn – Cardinal Earth: Melancholic primary temperament. Melancholic subtemperament – Saturn ruler.

Aquarius – Fixed Air: Sanguine primary temperament. Nervous / Melancholic subtemperament - Saturn domicile ruler, Uranus modern ruler.

Pisces – Mutable Water: Phlegmatic primary temperament. Sanguine subtemperament – Neptune modern ruler; Jupiter domicile ruler, Venus exaltation.

The Cardinal signs, in keeping with their simple, clear-cut nature, are all of pure, simple temperament. Of the Fixed signs, one, Leo, is of pure temperament: Choleric. Of the Mutable signs, one, Virgo, is purely Nervous / Melancholic.

The Wet Air and Water elements, which bond and unite, have only one sign each of pure temperament - their Cardinal sign, the others being mixed. The Dry Fire and Earth elements, which tend towards separation and discreteness, have two signs each of pure temperament.

The zodiac is evenly divided, with six signs of pure temperament and six signs of mixed temperament. The pure signs are Aries, Cancer, Leo, Virgo, Libra and Capricorn. The mixed signs are Taurus, Gemini, Scorpio, Sagittarius, Aquarius and Pisces.

### **Body Parts and the Cosmic Man**

The wheel of the zodiac is a great cosmic mandala representing wholeness. It is likened to the body of a Great Cosmic Man. The individual signs comprising it correspond to the various parts of his body, starting with Aries at the head and ending with Pisces at the feet.

Aries rules the head, brain, skull, cranium, eyes, pituitary gland, and the adrenals.

Taurus rules the neck, mouth, jaw, throat, medulla and brain stem, larynx, thyroid, vagus nerve and vago-parasympathetic nervous system.

Gemini rules the chest, lungs, respiratory tract and nervous system.

Cancer rules the stomach, uterus, and female breasts.

Leo rules the heart, circulatory system, major arteries and thoracic spine.

Virgo rules the intestines, especially the duodenum and small intestine.

Libra rules the kidneys, lower back, genitourinary tract, and lumbar spine, as well as the hair, skin and all aesthetic body parts.

Scorpio rules the eliminative organs - colon, rectum and bladder, as well as the sexual organs, gonads and genitalia.

Sagittarius, the sign of long journeys, rules the locomotor apparatus - the hips, loins, thighs and buttocks, as well as the liver.

Capricorn rules the knees, bones and joints, the skeletal system and the structural connective tissue.

Aquarius rules the shins, calves and ankles, as well as the sympathetic nervous system and the peripheral vascular system.

Pisces rules the feet and lymphatic system.

### **Sign Symbolism and Body Parts**

Each part of the body, according to its essential form and function, has a deep symbolic significance for the indwelling soul. The signs of the zodiac embody basic symbols or archetypes that resonate with the symbolic significance of the body parts they rule. These are as follows:

Aries: The charging ram. The head or soul / spirit that leads the body onwards.

Taurus: The mouth and throat: material appetites for acquisition and nourishment. The vegetative functions. The neck, which connects the Yang soul/spirit with the Yin material body, which gives it nourishment and sustenance.

Gemini: The dual-natured nervous and respiratory systems, which connect the soul / spirit with the material body.

Cancer: The house / home, womb or cocoon. The protective, nurturing space that stores, processes, ripens or grows things until they're ready to be released.

Leo: The lion, king of beasts, ruling the heart, king of organs, which radiates Life and heat outwards through the blood like the Sun. The thoracic spine, which enables us to stand regally proud and erect.

Virgo: Mutable or changing Earth worked on to be valuable nourishment. The intestines - the body's food processing plant.

Libra: The kidneys, which balance fluids and electrolytes. The genitourinary tract, through which a man plugs into his mate or partner.

Scorpio: The eliminative organs: elimination as a necessary prelude to transformation. The reproductive organs, handling life and death.

Sagittarius: The locomotor apparatus, which takes us on long journeys and explorations.

Capricorn: The bones and joints, which give solid structure (Earth) and functional usefulness to the body. The knees, which must bend in humility.

Aquarius: The peripheral vascular and venous system, which returns blood back to the heart, ruled by opposing Leo.

Pisces: The lymph, the body's fluid recycling system, resonates with Pisces, the last sign, which ends and recycles the wheel of the zodiac. The feet, which must stay firmly rooted on the ground to anchor ethereal Pisces.

### **THE FOUR ELEMENTS AND TEMPERAMENT**

According to Western Tropical astrology's ancient "map of the soul" (as generally attributed to Ptolemy, 85-165 AD) - each of the 12 zodiac signs is assigned to 1 of 4 basic elements or "temperaments." These temperaments are represented by the 4 elements of Fire, Earth, Air, and Water. These 4 elements are the foundation cornerstone of Western astrology.

- Fire – Aries, Leo, Sagittarius
- Earth – Taurus, Virgo, Capricorn
- Air – Gemini, Libra, Aquarius
- Water – Cancer, Scorpio, Pisces

### **Four Functions**

According to Jung's "map of the soul" there are likewise 4 basic psychological functions (or "ways") with which we gather information for purposes of making decisions and/judgments. These 4 functions and/or modes are Intuitive, Sensation, Thinking, and Feeling. These 4 functions are likewise the original foundation cornerstone of Jungian depth psychology.

### **The Boring History**

As C.G. Jung points out in his *Psychological Types*, the idea of 4 basic elements or psychological temperaments was not new (for either Ptolemy or for Jung, himself). Jung points back to the ancient Greek physicians Empedocles, Hippocrates, (both 5th century BC), and then also Galen (129 to sometime after 210 AD).

The Greek physician Galen (physician of the Emperor Marcus Aurelius and roughly a contemporary of astrology's Ptolemy) gave credit to the 5th Century BC Greek physician Hippocrates when identifying his 4 temperaments: Choleric, Melancholic, Sanguine, and Phlegmatic.

In Galen's *On the Elements According to Hippocrates*:

"it must be confidently demonstrated that fire, earth, air, and water are the primary elements common to all things... and in his book *On the Nature of Man*, Hippocrates is first to explain not merely that these are the elements of all the cosmos, but he is also the first one to determine the qualities of the elements - qualities according to which one thing acts on others and is affected."

It's likewise interesting to take note that in Plato's *Republic*, the ancient Greek philosopher, Plato (427 to 347 BC) identified 4 "faculties of the soul" based on the 4 elements: Imagination, Demonstration, Intelligence, and Opinion. In the Renaissance, the 16th century AD physician, alchemist, and astrologer Paracelsus more colorfully identified these 4 temperaments as the Salamander, Gnome, Sylph, and Nymph.

<b>Ptolemy</b>	<b>Jung</b>	<b>Galen</b>	<b>Plato</b>	<b>Paracelsus</b>
Fire	Intuitive	Choleric	Imagination	Salamander
Earth	Sensation	Melancholic	Demonstration	Gnome
Air	Thinking	Sanguine	Intelligence	Sylph
Water	Feeling	Phlegmatic	Opinion	Nymph

So far. So good. We've got the 4 elements of astrology and the 4 psychological types (or functions) of Jungian psychology. Both are at least loosely based on an ancient concept of 4 personality types. Should be a perfect fit. Right?

**Nope, Not a Perfect Fit**

No. It's not a perfect fit. In spite of my being a dyed-in-the-wool "Jungian" - when learning about astrology, I originally struggled for many years with the matching up of the 4 elements of astrology and the 4 types or functions of Jungian psychology. They seemed the same... they seemed different... they seemed the same... they seemed different... My internal battle raged on for years despite most other "archetypal" astrologers relating the two theories to one another.

Finally, much to my chagrin, I realized that part of my problem was due to an inadequate understanding of the astrological elements. At that point, Jung's use of the 4 functions became an invaluable tool in better clarifying how the 4 elements of Western Tropical astrology work.

Although, I must still (in all honest conscience) give you the cautionary proviso that while they (the elements and types) are not a "perfect" fit - they, nevertheless, are very close.

### **C.G. Jung's Four Types**

Perception Function (the gathering of information) – Sensation and Intuitive  
Sensation Type or Function (Element of Earth – Taurus, Virgo, Capricorn):

A person whose main function is sensation (earth) trusts rational, objective information which is practical and can be observed and gathered directly through the five senses of sight, taste, hearing, touch, and smell. Jung: "people who restrict themselves to the simple perception of concrete reality."

Intuitive Type or Function (Element of Fire – Aries, Leo, Sagittarius):

A person whose main function is intuition (fire) trusts non-rational information gathered through imagination, insight, and hunches. This person perceives situations in a global manner. They intuitively look toward the future, at possibilities, and for the "big picture." Jung: "intuitives... surrender themselves wholly to the lure of possibilities, and abandon every situation in which no further possibilities can be seen." In Jung's Tavistock Lectures, he admits that this is the type that is most difficult to understand and describe. This is the type of person who can "see around corners."

Okay, you've gathered the information. What in the heck are you going to do with it?

Judgment Function (Deciding what to do with the info you've gathered) – Thinking and Feeling

Thinking Type or Function (Element of Air – Gemini, Libra, Aquarius):

A person whose main function is thinking (air) makes rational, objective decisions based on hard, cold, logic and on logical connections. Jung: they are "oriented to what they think, and simply cannot adapt to a situation they cannot understand intellectually."

Feeling Type or Function (Element of Water – Cancer, Scorpio, Pisces):

A person whose main function is feeling (water) makes non-rational, subjective decisions based on their sense of values, what is right and what is wrong. How will the decision affect them? How will the decision affect other people? Jung: "They merely ask themselves whether a thing feels pleasant or unpleasant, and orient themselves by their feeling impressions."

According to C.G. Jung, each of us "potentially" has all 4 of the psychological functions (or elements) – fire (intuitive), earth (sensation), air (thinking), water (feeling) – at our disposal.

However – in practice – one of the 4 functions (or elements) will end up becoming our most conscious, "dominant," and/or preferred function when dealing with the outside world. This favored, trusted function will be the function (or element) most under our conscious control. We are the most comfortable and at ease, when using this function in our day to day life. A 2nd function and perhaps 3rd function will help out our dominant function.

However, we will have a 4th, unused function. The 4th, unused function will become our "inferior" function. The 4th or inferior function, has been pushed and hidden away. This function goes underground. We are the least comfortable with this inferior function in our day to day life. This is the hidden, forgotten function that will - when we least expect it - leap out from the shadows and grab us.

**Uninvited Guest**

Perhaps... one of the more effective ways to explain how the 4 astrological elements and/or Jung's 4 psychological functions work in our lives is that of analogy and painting a symbolic picture that astrologer Richard Idemon called the "uninvited guest."

The "uninvited guest" is a theme common to many of the old folk tales, legends, and/or myths which speak out to us from antiquity. The story of the "uninvited guest" goes that there's a party or a celebration about to be held in honor of a king in his kingdom. The king has made sure that everyone in the kingdom is invited to the party, except for one certain person. This one uninvited person is (let's say) a wee bit "unpopular" with the other town folk. This unpopular person is most normally someone who is quite ugly, evil, and/or for some other reason disliked - such as a witch, a gnome, a troll.

As a result of being the only person in the kingdom not receiving an invitation - the witch, gnome, or troll is ticked off - and thus they end up stirring up all sorts of trouble in the kingdom! The uninvited guest shows up at the celebration, in spite of not receiving their invitation... and at the celebration, the uninvited guest generally places a horrible curse on the king and/or on the entire kingdom (sounds like a few of my college parties). The rest of the story is then centered around freeing and redeeming the kingdom from the horrible curse of the uninvited guest (still sounds like a few of my college parties).

### **What That Means**

In this analogy, the king represents the superior or preferred function (element) of ego consciousness that we have chosen to honor and rely upon in our day to day life. We have chosen to get around in the world by using this preferred function. The "uninvited guest" represents the inferior or rejected function that we feel the least comfortable with and thus reject it as not being a part of who we are. The 4th function, the inferior function, has been pushed and hidden away. We are the least comfortable with this rejected function in our day to day life. This is the rejected function which has fallen into "shadow" or darkness. This is the function that will occasionally jump out from the shadows when we least expect it.



According to Jungian psychology (and in accordance with the ancient Greeks) our life task then becomes that of recollecting, redeeming, accepting, and loving the ugly, rejected, and uninvited 4th function (element) to order to bring about a sense of balance, wholeness, completeness, and meaning in our life.

### **Million Dollar Question**

However... the million dollar question remains: Can a simple statistical correlation be shown between astrology's 4 elements and Jung's 4 psychological types or functions? I'll attempt to tackle that million dollar question in an upcoming article as we continue expanding our focus past the basic 4 functions.

## **INTROVERT AND EXTROVERT**

Personality can be classified distinctively on the basis of different and/or singular parameters like traits, physical structure, temperament, nature, etc. For example – Indian Ayurveda classifies people in three categories – Vatta, Pitta and Kafa.

According to Jung, there are two types of personalities based on dimensions of attitude:

**Extrovert Personality:** Individuals possessing this personality type are social, practical, appear affectionate, informal, are good conversationalists, are active and lively. They are habitually outgoing, venturing forth with confidence into the unknown. They prefer outdoor activities, tend to be essentially social - participating in various social and personal activities. They appear full of energy and tend to involve themselves in a variety of pursuits. They are generally good leaders of big and small groups; they apparently live in the present, concentrating on current activity. These individuals adapt easily to a given situation and are particularly influenced by objects and events in the external world.

**Introvert Personality:** Individuals who prefer to remain isolated or in the company of very few people, can be categorized as ones who have an introverted personality. Introvert people are more prone to thinking, and are thus involved in creating novel entities. They have keen interest in their own psyche. They are formal,

idealistic, less social, talk less and brood about the future. They involve themselves minimally in social activities or in those activities which demand their active, direct interaction with many people. They remain passive and avoid being in the centrestage, or recognition of any kind. They are shy and inscrutable. They may appear to be dull and devoid of enthusiasm to others. They prefer indoor activities, to outdoor ones.

It is fairly difficult to find a person with a strictly singular characteristic. Many individuals may be either introverts or extroverts, but generally speaking, a mix of both types of characteristics are found in a person. The personality type, which possesses the personality traits of both introvert and extrovert types are known as

**Ambivert Personality.** These individuals show traits of introverted personality in some situations and in others, they behave as an extrovert personality type. This classification of ambivert personality was given by psychologist Eysneck in 1947.

## **EXTROVERT AND INTROVERT – WHAT IS THE DIFFERENCE?**

### **Extroverts**

Extroverts are people people. They are at their most energised when they have others around them. A cosy night in for them would probably involve about half a dozen friends or family as well as yourself. They love people. Some will love them with compassion and a genuine interest, others because they offer the opportunity to have an audience.

Extroverts can be warm, funny, energetic, the life and soul of any party. They can also be very demanding, liking centre stage, and prepared to do almost anything to keep the spotlight on them. For many this is no problem because they can be charming and good company. They find it easy to establish contact with new people, the kind who walk straight into a party and start chatting to whoever is in the kitchen. By the end of the evening they've probably met at least three 'really nice people' who have been invited to dinner, but have been too busy to say more than three sentences to their partner.

Extroverts need stimulation or they become bored quite quickly. Repetitive tasks will be a turn off unless they are fun or have some kind of payoff – like attention. Their concentration span, particularly in solitary pursuits, tends to be shorter than introverts.

They are happy to share their thoughts, even if they have not been thought through fully. Bouncing around an idea is part of their thought process so sometimes they shoot from the hip – “Honey, how about us moving to Orkney?” doesn’t mean their mind is made up, only that it is an option, so often it is easier to change their minds than an introvert, who will have polished the idea to (their version) of shining perfection before they let you know it.

Extroverts tend to have a wide circle of friends, and will put a lot of energy into those friendships which are ‘current’.

### **Introverts**

Introverts love some people. Some introverts will love only a very few people, and then only in measured doses which they need to control – so the in-laws dropping in unannounced will be stressful, even if they aren’t interrupting anything.

Generally introverts don’t like attention from a crowd unless they are very familiar with everyone. They can be content in a bar with a group, but will mainly be the ones quietly listening, the ones who usually don’t say very much but when they do often deliver the killer line. Just because their participation is low does not mean they are not having a good time, or even that they are shy.

Shyness is usually the result of a fear connected to social intercourse which originated from a negative emotional event when they were young. Shyness can be found in extroverts as often as introverts, it is just that the behaviour of an introvert is often similar to someone who is shy. A shy extrovert can be the one who is silently longing to get up and sing ‘My Way’ on the karaoke but doesn’t dare, until they are very drunk or have been dragged on stage. A real introvert may not want to sing no matter how many drinks they’ve had and nothing will drag them up.

Introverts are mainly focused on their own internal world and can be quite oblivious to what is going on around them. “How can you sit down and read a book

when the kids are making so much noise?” is a question an exasperated E might ask their partner. It is because they often have an astounding knack for shutting the world out, and be happy in this self imposed isolation. It is perfectly possible for an introvert to be more lonely in a crowded room, than on their own. It can be a real drain to have to pay attention to other people for any length of time, but they can concentrate on ‘things’ that interest them for ages. They tend to pursue solitary hobbies and pastimes rather than seek to be involved in groups or team games.

Because of their circumspection Introverts can be slow to develop relationships. When they do the relationship will be a strong one that often endures for the rest of their lives. They will have a small circle of close and trusted friends that they would do anything for, even if they don’t see them from one year to the next.

### Section 3

## BIOGRAPHIES

### HIPPOCRATES

**Hippocrates** was a physician that lived during the classical Greek period. That much is certain of his past, the rest is subject to scrutiny because of conflicting accounts. Most of the information about him was written long after his death. The accounts that are taken to be the most valid are those of Aristotle who wrote in the 4th century BC around the time Hippocrates would have been alive. Most of Aristotle's writings of Hippocrates were brief. The first real biography of his life did not come out until the 2nd century AD when Soranus of Ephesus wrote about him. This biography has provided the most information on Hippocrates and to this day is seen as that leading source despite its late writing. Other biographies were also written later and sometimes provide valid information but tend to err on the side of legend. He is known to have actually existed because of brief mentions from his contemporaries like Plato who called him "Hippocrates of Kos, the Asclepiad" in his dialogue Protagoras.

#### **Factual Accounts**

As far as can be told this is how the true life of Hippocrates went

- He was born on the island of Kos in 460 BC.
- His father was the physician Heraclides and his mother's name was Praxitela.
- As a child Hippocrates began learning medicine from his father and grandfather who were also physicians.
- He went on to study medicine at the Asklepieion of Kos a healing temple of the gods.
- He also is thought to have taken lessons with Herodicus of Selymbria, a physician from Thrace.
- After finishing his studies at an unknown age, Hippocrates began to practice medicine.

- He gained great renown and practiced medicine all throughout Greece traveling at the very least to Thessaly, Thrace, and the Sea of Marmara. Some accounts say he traveled much further but these are probably legends.
- Sometime after he had gained renown he founded the Hippocratic School of Medicine on Kos. He taught at this school when he was not traveling to cure patients or give lectures.
- Accounts of his death vary. It is mostly agreed upon that he died in Larissa at an age of somewhere between 83 and 90, but some accounts have him living to well over a hundred.

### **DAVID KEIRSEY**

David West Keirsey (August 31, 1921 – July 30, 2013) was an American psychologist, a professor emeritus at California State University, Fullerton, and the author of several books. In his most popular publications, *Please Understand Me* (1978, co-authored by Marilyn Bates) and the revised and expanded second volume *Please Understand Me II* (1998), he laid out a self-assessed personality questionnaire, known as the Keirsey Temperament Sorter, which links human behavioral patterns to four temperaments and sixteen character types. Both volumes of *Please Understand Me* contain the questionnaire for type evaluation with detailed portraits and a systematic treatment of descriptions of temperament traits and personality characteristics. With a focus on conflict management and cooperation, Keirsey specialized in family and partnership counseling and the coaching of children and adults.

#### **Early life, education and professional experience**

Keirsey was born in Ada, Oklahoma. He moved with his family at two years old to Southern California. Drafted by the Army during WWII, he joined the Navy and become a Marine fighter pilot, and served in the Pacific theatre off an aircraft carrier. He earned his bachelor's degree from Pomona College and his master's and doctorate degrees from Claremont Graduate University. In 1950, he started his career dealing with youth as a counselor at a probation ranch home for delinquent boys.

Subsequently, he spent twenty years working in public schools, engaged in corrective interventions intended to help troubled and troublesome children stay out of trouble. Over the next eleven years at California State University, Fullerton, he trained corrective counselors to identify deviant habits of children, parents, and teachers, and to apply techniques aimed at enabling them to abandon such habits.

### **Development of temperament theories**

Keirsey has written extensively about his model of four temperaments (Artisan, Guardian, Idealist, and Rational) and sixteen role variants. Much of the internet literature about types has been derived from Keirsey's descriptions in *Please Understand Me*. His research and observation of human behavior started after he returned from World War II, when he served in the Pacific as a Marine fighter pilot.

Keirsey traced his work back to Hippocrates, Plato and Aristotle. Among his modern influences he counts the works of William James, John Dewey, Ernst Kretschmer, William Sheldon, Jay Haley, Gregory Bateson, Max Wertheimer, Wolfgang Kohler, Raymond Wheeler, Erich Fromm, Alfred Adler, Rudolf Dreikurs, Milton Erickson, and Erving Goffman. He considered himself the last of the Gestalt psychologists.

In 1921, Carl Jung published the book *Psychological Types*, which proposed a concept of psychological types based on introversion versus extroversion, thinking versus feeling as rational functions, sensation versus intuition as irrational functions, and the coexistence of dominant and auxiliary functions. Isabel Briggs Myers and her mother, Katharine Cook Briggs, subsequently extended and codified Jung's ideas into a test for sixteen psychological types, called the Myers-Briggs Type Indicator. In a two-page chart of "Characteristics of Types in High School" (Myers Briggs Manual, Form E 1958), Isabel Myers described the sixteen types briefly. Keirsey recognized these very brief sixteen descriptions as being accurate, mirroring his observations as a school psychologist, and used these descriptions as a basis in a greatly expanded and modified form of his own. Keirsey's critical innovation was organizing these types into four temperaments and describing "observable behavior" rather than speculation about unobservable thoughts and feelings. Keirsey provided his own definitions of

the sixteen types, and related them to the four temperaments based on his studies of five behavioral sciences: anthropology, biology, ethology, psychology, and sociology. While Myers wrote mostly about the Jungian psychological functions, which are mental processes, Keirsey focused more on how people use words in sending messages and use tools in getting things done, which are observable actions. Keirsey performed an in-depth, systematic analysis and synthesis of aspects of personality for temperament, which included the temperament's unique interests, orientation, values, self-image, and social roles.

While Keirsey's main strength may be his accuracy regarding differences in overt behavior, perhaps his most important contribution is his synthesis of Myers' model of sixteen types with Ernst Kretschmer's model of four "temperament types", which Keirsey traces back to Greek mythology.

Myers grouped types according to dominant cognitive function, as follows:

**Introverted Thinking:** INTPs ((introversion, intuition, thinking, perceiving) and ISTPs (Introversion, Sensing, Thinking, Perception)

**Introverted Intuition:** INFJs (introversion, intuition, feeling, judging) and INTJs (introversion, intuition, thinking, judgment)

**Introverted Feeling:** INFPs (introversion, intuition, feeling, perception) and ISFPs (Introversion, Sensing, Feeling, Perception)

**Introverted Sensing:** ISTJs (introversion, sensing, thinking, judgment) and ISFJs (Introversion, Sensing, Feeling, Judging)

**Extroverted Feeling:** ENFJs (extraversion, intuition, feeling, judgment) and ESFJs (Extraversion, Sensing, Feeling, Judgment)

**Extroverted Thinking:** ENTJs (extraversion, intuition, thinking, judgment) and ESTJs (Extraversion, Sensing, Thinking, Judgment)

**Extroverted Intuition:** ENFPs (Extraversion, Intuition, Feeling, Perception) and ENTPs (extroversion, intuition, thinking, perception)

**Extroverted Sensing:** ESFPs (Extrovert, Sensing, Feeling, Perception) and ESTPs (Extraversion, Sensing, Thinking, Perception)



Keirsey, however, influenced by Kretschmer's types (Hyperesthetics, Anesthetics, Melancholics, and Hypomanics), grouped the types differently, arguing that the four NFs (iNtuitive/Feeling types) were Hyperesthetic (oversensitive), the four NTs (iNtuitive/Thinking) were Anesthetic (insensitive), the four SJs (Sensing/Judging) were Melancholic (depressive), and the four SPs (Sensing/Perceiving) were Hypomaniac (excitable). At the time (mid-1950s), Keirsey was mainly interested in the relationship between temperament and abnormal behavior, finding that Ernst Kretschmer and his disciple William Sheldon were the only ones who wrote about this relationship.

### **ABOUT DAVID KEIRSEY**

The roots of Keirsey Temperament Theory are based in many years of research and innovation. The story began in the 1940's during David Keirsey's World War II service as a U.S. Marine fighter pilot serving in the Pacific. The one book Keirsey carried with him through his entire war service was a psychology book; this book was the first spark of his journey into the field of personality.

At Pomona College and the Claremont Graduate School Keirsey began his research and study of human behavior. As he researched historical literature in psychology, philosophy, and the sciences, he became intrigued by the patterns of four temperaments. These four distinct patterns of human behavior were woven throughout history, dating back to such figures as Hippocrates (c370), Plato (c340) and Aristotle (c325).

In the 1950's, he began putting his theory into practice as an Educational Psychologist, where he developed techniques in training and coaching. For more than two decades, he served as a consultant to both educators and psychologists, with continued research and innovations in his theory of the four temperaments.

In the early 1970's Keirsey introduced his theory as an educational curriculum at California State University, Fullerton, where he served on the faculty, and eventually chair, in the department of counseling for ten years. During his time there, he

published his theory in the book, *Please Understand Me*® (1978), where he publicly introduced the Keirsey Temperament to the world.

The impact of Keirsey Temperament Theory has been lasting and substantial. In the early years, his theory was first put to use by psychologists, educators, and faith based organizations. *Please Understand Me* became an international best seller, selling more than 2 million copies.

In 1996, the Keirsey Temperament Sorter was introduced online through the Keirsey.com website, and since that time, more than 17 million people have taken the instrument via this popular site. In 1998, Keirsey published *Please Understand Me II*, by which time Keirsey Temperament Theory was being widely utilized by major companies, government institutions, non-profit, and educational organizations worldwide. Collectively, *Please Understand Me* and *Please Understand Me II* have sold more than 4 million copies in more than a dozen languages.

The Keirsey brand presently extends to more than 170 countries in more than 20 different languages. More than 40 million people have taken the Keirsey Temperament Sorter since its introduction 30 years ago. Keirsey Temperament Theory is utilized throughout the world by leading organizations for team building, employee and executive development, conflict resolution, academic counseling, and career planning, among other uses. Keirsey Solutions are used by the U.S. government and military, the world's finest academic institutions, two thirds of the Fortune 500, prestigious global consulting firms, and innovative social enterprises and faith based organizations. Through professional resources, training, consulting, coaching, and social networks on the World Wide Web, Keirsey innovation is helping people make a difference throughout the world.

## **CARL JUNG BIOGRAPHY (1875 – 1961)**

Carl Gustav Jung was born in Kesswil, Switzerland to father Paul Achilles Jung, a pastor, and mother Emilie Preiswerk. He was their fourth, but only surviving child. His mother was frequently depressed and absent from the household, but her mood eventually lifted once the Jung's moved closer to her family.

Jung later described himself as an introverted and solitary child, saying that he was most happy when he was left alone to his thoughts.

At the age of 12, Jung was pushed to the ground so hard by another classmate that he lost consciousness. Jung started fainting anytime he was supposed to go to school or do homework. His parents and doctors became convinced that the boy might have epilepsy. After Jung overheard his father confessing his concerns that his son would never be able to work and support himself, Jung developed a renewed focus on academics.

While he still fainted several times after he began studying again, he was eventually able to overcome the problem and return to school. Jung never experienced this problem with fainting again, but he later explained that the experience served as his first encounter with neurosis.

Jung decided to study medicine, but also developed an interest in spiritual phenomena while in school. It was this fascination with medicine and spirituality that led him into the field of psychiatry, which he viewed as a combination of his two interests.

In 1902, he completed his doctoral dissertation, titled "On the Psychology and Pathology of So-Called Occult Phenomena" and graduated from University of Basel with a medical degree.

In 1903, he married Emma Rauschenbach. While the two remained married until her death in 1955, Jung reportedly continued to have romantic relationships with other women. One of these other women included his first patient at the Burgholzli Psychiatric Hospital, a young Russian woman named Sabina Spielrein. Based on letters exchanged between the two, the affair lasted for several years. Eventually,

Jung broke off their romance after determining that it was having a negative impact on his career.

### **Career**

Early in his career, Jung worked with psychiatric patients at the University of Zürich asylum. In 1906, he wrote *Studies in Word Association* and sent a copy to Sigmund Freud. The event served as the beginning of a friendship between the two men. When the two finally met in person in 1907, they reportedly spent more than 12 hours talking non-stop.

His time spent working with Sigmund Freud had a major impact on Jung's later theories and helped him develop a fascination for the unconscious mind. Jung wanted to further understanding of the human mind through dreams, myth, art and philosophy. Initially, Freud viewed Jung as his protégé, but the friendship began to dissolve as Jung started to develop his own ideas that diverged from Freud's views.

Eventually, Jung began to separate from Freudian theory, rejecting Freud's emphasis on sex as the sole source of behavior motivation. It was during this period of intense self-analysis that Jung became increasingly interested in dreams and symbols, later using what he learned during this time as the basis for his theories of psychology.

Jung became more organized about his theoretical approach, broke from psychodynamic theories and formed his own theory called Analytical Psychology. Parting with Freud was certainly not easy. Freud closed ranks among his other followers. Jung's colleagues in the psychoanalytic community turned against him, as did many of his former friends.

In the six year period that followed, Jung devoted himself to exploring his own subconscious. He recorded his experience in a previously unpublished book known as *The Red Book* and continued to write and illustrate the book over the next fifteen years. In 2009, the book was finally published, allowing readers an unparalleled look into the mind of one of psychology's most fascinating figures. "To the superficial observer," Jung wrote in the epilogue he penned in 1959, "it will appear like madness."

Jung believed the human psyche exists in three parts: the ego (the conscious mind), the personal unconscious and the collective unconscious. Jung believed the collective unconscious was a reservoir of all the experience and knowledge of the human species.

Jung also believed that the process of individuation was essential in order for a person to become whole and fully developed as a human being. Individuation is a process in which the various parts of a person, including the conscious and unconscious, become completely integrated so that the individual becomes his or her "true self." "In general, it is the process by which individual beings are formed and differentiated [from other human beings]," Jung explained in *Psychological Types*. "In particular, it is the development of the psychological individual as a being distinct from the general, collective psychology."

After suffering from a brief illness, Jung died in his home on June 6, 1961 in Zurich.

### **Carl Jung's Contributions to Psychology**

While Jungian theory has numerous critics, Carl Jung's work left a notable impact on psychology. His concepts of introversion and extraversion have contributed to personality psychology and also influenced psychotherapy. His advice to a patient suffering from alcoholism led to the formation of Alcoholics Anonymous, which has helped millions of people suffering from alcohol dependence.

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