

# PERSONALITY

Type theory



**The four basic personality types**

# Type theory

- the Greek physician [Hippocrates](#) (460–370 BC) who developed a medical theory.
- He believed certain human moods, emotions and behaviors were caused by an excess or lack of body fluids (called "humors"): [blood](#), yellow [bile](#), black bile, and [phlegm](#).

# TYPE THEORY

- **Four temperaments** is a proto-[psychological](#) theory that suggests that there are four fundamental personality types,
- **sanguine** (optimistic leader-like), **choleric** (bad-tempered or irritable),
- **melancholic** (analytical and quiet), and
- **phlegmatic**(relaxed and peaceful). Most formulations include the possibility of mixtures of the types.

<i>Humours</i>	<i>Personality type</i>	<i>Temperamental characteristics</i>
Blood	Sanguine	Cheerful, light hearted, happy, hopeful, etc.
Yellow bile	Choleric	Irritable, angry, ambitious, etc.
Phlegm	Phlegmatic	Cold, calm, slow, indifferent, etc.
Black bile	Melancholic	Depressed, dejected, sad, pessimistic, etc.

# Choleric, melancholic, sanguine, and phlegmatic temperaments



# Choleric

- The choleric temperament is traditionally associated with fire.
- People with this temperament tend to be egocentric and extroverted.
- They may be excitable, impulsive, and restless, with reserves of aggression, energy, and/or passion, and try to instill that in others.
- They tend to be task-oriented people and are focused on getting a job done efficiently; their motto is usually "do it now."
- They can be ambitious, strong-willed and like to be in charge.
- They can show leadership, are good at planning, and are often practical and solution-oriented.
- They appreciate receiving respect and esteem for their work.
- Pedagogically, they can be best reached through mutual respect and appropriate challenges that recognize their capacities.

# Melancholic

- The melancholic temperament is traditionally associated with the element of earth.
- People with this temperament may appear serious, introverted, cautious or even suspicious.
- They can become preoccupied with the tragedy and cruelty in the world and are susceptible to depression and moodiness.
- They may be focused and conscientious.
- They often prefer to do things themselves, both to meet their own standards and because they are not inherently sociable.
- Pedagogically, they can be best met by awakening their sympathy for others and the suffering of the world.



# Sanguine

- The sanguine [temperament](#) is traditionally associated with air. People with this temperament tend to be lively, sociable, carefree, talkative, and pleasure-seeking.
- They may be warm-hearted and optimistic.
- They can make new friends easily, be imaginative and artistic, and often have many ideas.
- They can be flighty and changeable; thus sanguine personalities may struggle with following tasks all the way through and be chronically late or forgetful.
- Pedagogically, they can be best reached through awakening their love for a subject and admiration of people.

# Phlegmatic

- *Phlegmatic* by
- [Lespagnandelle](#), part of the [Grande Commande](#), [Palace of Versailles](#).
- The phlegmatic temperament is traditionally associated with water. People with this temperament may be inward and private, thoughtful, reasonable, calm, patient, caring, and tolerant.
- They tend to have a rich inner life, seek a quiet, peaceful atmosphere, and be content with themselves.
- They tend to be steadfast, consistent in their habits, and thus steady and faithful friends.
- Pedagogically, their interest is often awakened by experiencing others' interest in a subject.
- People of this temperament may appear somewhat ponderous or clumsy. Their speech tends to be slow or appear hesitant.

The Rationals  
The Fieldmarshals  
The Masterminds  
The Inventors  
The Architects

**Driver**

(Joshua)

Choleric Phlegmatic

high emotion

The Idealists  
The Teachers  
The Counselors  
The Champions  
The Healers

**Expressive**

(David)

Not emotively expressive  
Assertive person

**The Lion  
Dominate**

**The Otter  
Influencer**

Assertive person  
Emotively expressive

low emotion

**4 Temperament/Personality Types**

The Guardians  
The Supervisors  
The Inspectors  
The Providers  
The Protectors

**Compliant  
The Beaver**

**Stable  
The Retriever**

The Artisans  
The Promoters  
The Crafters  
The Performers  
The Composers

**Analytical**

(Moses)

**Amiable**

(Solomon)

Non-assertive person  
Not emotively expressive

**Melancholic**

**Sanguine**

Emotively expressive  
Non-assertive person

# Hans Eysenck



# Eysenck's Theory

The first two factors create 4 combinations, related to the four basic temperaments recognized by ancient Greeks:

- **Melancholic** (introverted + unstable): sad, gloomy
- **Choleric** (extroverted + unstable): hot-tempered, irritable
- **Phlegmatic** (introverted + stable): sluggish, calm
- **Sanguine** (extroverted + stable): cheerful, hopeful

# Somatotype Theory



- A biological Theory by William Sheldon.
- Endomorphs (Fat) tend to be friendly and outgoing.
- Mesomorphs (muscular) tend to be more aggressive.
- Ectomorphs (thin) tend to be more shy and secretive.
- Study has not been replicated.



# Sheldon's Body Personality

## Endomorph

- The Endomorph is physically quite 'round', and is typified as the 'barrel of fun' person. They tend to have:
- Wide hips and narrow shoulders, which makes them rather pear-shaped.
- Quite a lot of fat spread across the body, including upper arms and thighs.
- They have quite slim ankles and wrists, which only serves to accentuate the fatter other parts.
- Psychologically, the endomorph is:
- Sociable
- Fun-loving
- Love of food
- Tolerant
- Even-tempered
- Good humored
- Relaxed
- With a love of comfort
- And has a need for affection

# Ectomorph

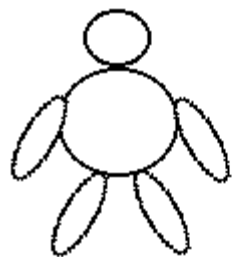
- The Ectomorph is a form of opposite of the Endomorph. Physically, they tend to have:
- Narrow shoulders and hips
- A thin and narrow face, with a high forehead
- A thin and narrow chest and abdomen
- Thin legs and arms
- Very little body fat
- Even though they may eat as much as the endomorph, they never seem to put on weight (much to the endomorph's chagrin). Psychologically they are:
- Self-conscious
- Private
- Introverted
- Inhibited
- Socially anxious
- Artistic
- Intense
- Emotionally restrained
- Thoughtful



# Mesomorph

- The mesomorph is somewhere between the round endomorph and the thin ectomorph. Physically, they have the more 'desirable' body, and have:
- Large head, broad shoulders and narrow waist (wedge-shaped).
- Muscular body, with strong forearms and and thighs
- Very little body fat
- They are generally considered as 'well-proportioned'. Psychologically, they are:
- Adventurous
- Courageous
- Indifferent to what others think or want
- Assertive/bold
- Zest for physical activity
- Competitive
- With a desire for power/dominance
- And a love of risk/chance

### Sheldon's Somatotypes



**Endomorphs**

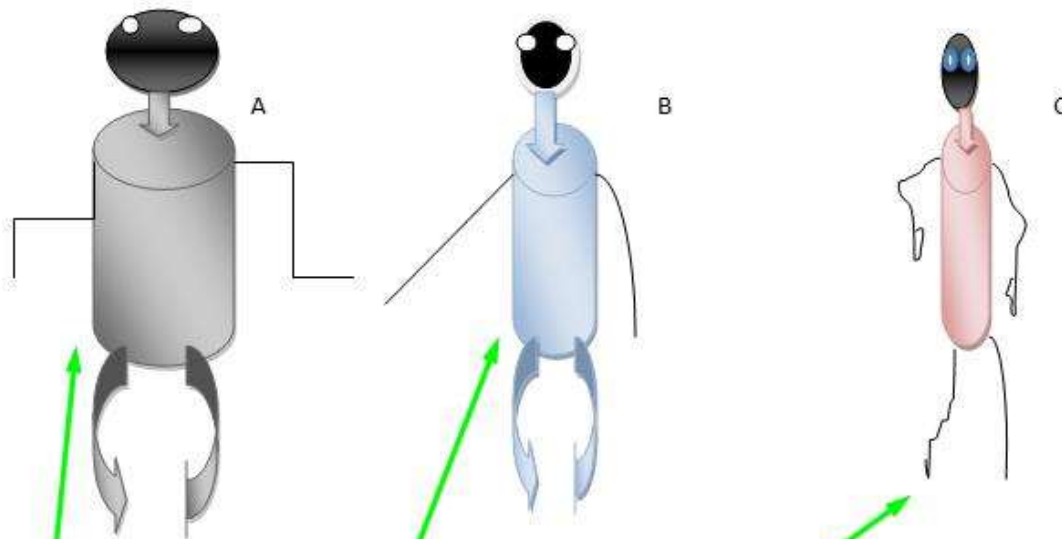


**Mesomorphs**



**Ectomorphs**

# Sheldon



Body Type	Personality Type	Typical Traits
Endomorphy (tendency toward roundness and softness)	Visceratonia	Fond of food, inclined to eat too much, apprehensive, insecure, amiable, sleeps well, conforms to social conventions
Mesomorphy (predominance of muscle and bone)	Somatotonia	Adventurous, likes strenuous exercise and cold showers, dresses informally, withstands pain easily and willingly
Ectomorphy (fragility and linearity in body build)	Cerebrotonia	Asocial, unamiable, lacks desires for exercise, no adventurous, does not withstand pain easily,

# Classes of temperament

## Sheldon 'varieties of temperament'-

- 1. Viserotonic:- ENDOMORPHS-eating predominates/love comfort/seek love/sleep deeply/
- 2. Somatotonic:-Mesomorph-clear/competitive/powerful/daring/authoritative/loud talkers
- 3. Cerebrotonic:-Ectomorphic-controlled/withdrawing/love solitude

# Type A & B

- Friedman & Rosenman (both cardiologists) developed their theory based on an observation of the patients with heart conditions in their waiting room.
- Unlike most patients, who wait patiently, some people seemed unable to sit in their seats for long and wore out the chairs. They tended to sit on the edge of the seat and leaped up frequently.
- What was unusual was that the chairs were worn down on the front edges of the seats and armrests instead of on the back areas, which would have been more typical. They were as tense as racehorses at the gate.
- The two doctors labeled this behavior *Type A personality*.
- They subsequently conducted research to show that people with type A personality run a higher risk of heart disease and high blood pressure than type Bs.

# TYPE A PERSONALITY



# TYPE B PERSONALITY



BANNERMAN ©

**Type A**

**Type B**



Competitive

Relaxed

Time urgent

One thing at  
a time

Hostile and  
aggressive

Express  
feelings

# Type A

- The theory describes "Type A" individuals as ambitious, rigidly organized, highly status-conscious, sensitive, impatient, take on more than they can handle, want other people to get to the point, anxious, proactive, and concerned with time management.
- People with Type A personalities are often high-achieving "workaholics" who multi-task, push themselves with deadlines, and hate both delays and ambivalence.
- It is therefore understood that "Type A" personalities are suited to smoking as a mechanism for relieving stress.





Competitive  
Time urgent  
Hostile & aggressive



Relaxed  
One thing at a time  
Expres feelings



# Types of Personalities

## Type A

- Feel time pressure.
- Easily angered.
- Competitive and ambitious.
- Work hard and play hard.
- More prone to heart disease than rest of population.



## Type B

- Relaxed and easygoing.
- But some people fit in neither type.



# Type B

- The theory describes "Type B" individuals as a contrast to those of "Type A". "Type B" personality, by definition, are noted to live at **lower stress levels**.
- **They typically work steadily, and enjoy achievement;** fortunately, the stem of their unconscious character disregards physical or mental stress when they do not achieve.
- **When faced with competition, losing is not focused upon; enjoyment may be received regardless of winning or losing a game.**

- Unlike the "Type A"-personality's rhythm of multi-tasked careers, "Type B" individuals are attracted to careers of creativity: writer, counselor, therapist, actor or actress; however, network and computer systems manager, professor, and judge are known as "Type B" individuals as well
- Their personal character enjoys to explore ideas and concepts; they are often reflective, and think of the "outer and inner world"

## TYPE 'A' & TYPE 'B' PERSONALITY

- **TYPE A** :- People are impatient, aggressive, & highly competitive, work hard & are more productive. Negative side is that they are very impatient, more irritable, have poor judgement. Measures success by quantity, does two things at a time.
- **TYPE B** :- Easy going, non-competitive. Do better in complex tasks involving judgement & accuracy rather than speed & hard work. Relaxes without guilt, has no pressing deadlines. Is never hurry, mild mannered.

# Kretchmer

- Book- 'Physique and character'
- Two classes
- 1. Cycloid- Fat/social/happy
- 2. Schizoid-Thin & tall/self  
centered/emotional/peaceful/solitude

# Kretchmer sub classes

- 1. Asthenic:- short&thin- self centered/emotional/dreamy/intellectual/peaceful &love solitude
- 2.Athletic:- heavy built/muscular/broad shoulders/slim waists/active
- 3.Picknic:- fat/stomach protrude/round face/naturally happy/sociable

# Kretschmer's type

- Kretschmer is also known for developing a classification system that can be seen as one of the earliest exponents of a constitutional (the total plan or philosophy on which something is constructed) approach. His classification system was based on three main body types:
  - asthenic/leptosomic (thin, small, weak),
  - athletic (muscular, large-boned),
  - and pyknic (stocky, fat).



- (The athletic category was later combined into the category [asthenic/leptosomic.](#))
- Each of these body types was associated with certain personality traits and, in a more extreme form, psychopathologies.
- Kretschmer believed that pyknic persons were friendly, interpersonally dependent, and gregarious.
- In a more extreme version of these traits, this would mean for example that the obese are predisposed toward manic-depressive illness.

# Kretschmer's Classification

Body Type	Body Characteristics	Personality Characteristics
Pyknic	Fat types, in whom fat is more than muscle	Social and helping to others
Athletic	Healthy, balance between muscles and bone development	Energetic, optimist can adjust to any situation
Asthenic	Thin, and lean tall, no muscle, only bone	Unsociable, shy, pessimist and always alone

# Carl Jung



# Jung's Theory of Two Types

**Carl Jung**, Swiss psychiatrist who was a Freudian disciple, believed that we are one of two personality types:

- **Introvert**: Shy, self-centered person whose attention is focused inward
- **Extrovert**: Bold, outgoing person whose attention is directed outward

# Jung,s classification

## **Extrovert Personality**

- 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

- **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 centre stage, or recognition of any kind
- hey are shy and inscrutable. They may appear to be dull and devoid of enthusiasm to others.
- They prefer indoor activities, to outdoor ones.

# Ambivert Personality

- **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.
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