

The Extrovert

The Doer

The Optimist

WEAKNESSES

STRENGTHS

The Doer

The Optimist

The Extrovert

THE CHOLERIC'S EMOTIONS

Born leader
Dynamic and active
Compulsive need for change
Must correct wrongs
Strong-willed and decisive
Unemotional
Not easily discouraged
Independent and self-sufficient
Exudes confidence
Can run anything

THE CHOLERIC AT WORK

Goal oriented
Sees the whole picture
Organizes well
Seeks practical solutions
Moves quickly to action
Delegates work
Insists on production
Makes the goal
Stimulates activity
Thrives on opposition

THE CHOLERIC AS A PARENT

Exerts sound leadership
Establishes goals
Motivates family to action
Knows the right answer
Organizes household

THE CHOLERIC AS A FRIEND

Has little need for friends
Will work for group activity
Will lead and organize
Is usually right
Excels in emergencies

THE CHOLERIC'S EMOTIONS

Fussy
Impatient
Quick-tempered
Can't relax
Too impetuous
Enjoys controversy and arguments
Won't give up when losing
Comes on too strong
Inflexible
Is not complimentary
Dislikes tears and emotions
Is unsympathetic

THE CHOLERIC AT WORK

Little tolerance for mistakes
Doesn't analyze details
Bored by trivia
May make rash decisions
May be rude or tactless
Manipulates people
Demanding of others
End justifies the means
Work may become his god
Demands loyalty in the ranks

THE CHOLERIC AS A FRIEND

Tends to use people
Dominates others
Decides for others
Knows everything
Can do everything better
Is too independent
Possessive of friends and mate
Can't say, "I'm sorry"
May be right, but unpopular

THE CHOLERIC AS A PARENT

Tends to overdominate
Too busy for family
Gives answers too quickly
Impatient with poor performance
Won't let children relax
May send them into depression

GREATEST FEAR

They think they're being taken advantage of.

You can't talk a D into anything they don't want to do.

INTERVIEW QUESTIONS

1. What are your past management experiences?
2. What do you think are your qualifications for management? (e.g. "I don't know if you are the type of person we are looking for in management. What type of qualifications do you have to be in management. I am only interested in management people.")

INTERVIEW TECHNIQUES

1. Make it short.
2. Let them do the talking.
3. Mention briefly: Helen McVoy check, Cadillac, diamonds.
4. Benefits to them: Management appointment, high income potential, independence