

## Temperament Descriptions

### SP

Freedom  
Action is it's own end  
No practice or preparation  
Crisis solver - always fixing that which  
is amiss  
Does not save - SPENDS!  
Lives in TODAY  
Exciting - Optimistic – Cheerful –  
Lighthearted – Charming –  
Witty Conversationalist  
Random living rather than structured  
Impulsive  
No goal - endurance is not a factor  
Clever  
Master of the grand gesture

### Weaknesses

Tendency to look over theory  
Forgets commitments  
Decisions in the past have no force in the present  
Obviously unpredictable  
Poor maintainers

### SJ

Tradition and Order  
Exist primarily to be useful to the social units they  
belong to  
Belonging is a necessity and it must be EARNED  
Giver, caretaker  
Duty oriented  
Must be useful  
Prepared, realistic about error and shortages  
Establish and maintain festivities, rites, and  
ceremonies Suspicious of the transitory, temporary,  
and expedient "Law is nine points of possession"  
Reverence for elders and the established  
Stabilizer - steadfast, dependable, reliable, "salt of  
the earth," "backbone of society," "pillar of  
strength"

## Leadership Tendencies

### SP

Named "Negotiator", "Beachmaster"  
Highest sense of reality  
Aware of near future as it relates to the present  
Responds well to crisis situations  
Look at reality without any emotional overlay  
They don't expect the worst, they are just ready to  
deal with it when it comes  
Excellent problem solvers because they don't have  
a way they want it to look when they are through  
Observers  
Loves knowledge as it pertains to the here and now  
Troubleshooters  
Extremely flexible  
Open minded  
Gamblers – They have lust for risk  
When there is no crisis they bore easily – will often  
create one to solve  
Physically active

### SJ

Named "Traditionalist Leader"  
Not individual oriented, but does care about people  
Loves the group – social organism  
Crucial to on-going maintenance of institution  
Committed to the process  
Loves policies and parameters that they flesh out  
Industrious workers  
Need for stability as if it were in and of itself sacred  
Methodical, precise, surgical  
People oriented  
Attention to achievement at all times  
Enjoys decision making  
Efficient and thorough  
Time management is inborn

### Weaknesses

Impatient  
Preserve roles beyond usefulness  
Bad actions = Bad person  
Assume things will go wrong  
Tendency to minimize personal importance  
Does not generally like new ideas