

+ KNOW YOUR TRUE NATURE +

FOURTYPE

THE TEMPERAMENT QUEST



THE BARD
Sanguine



THE COMMANDER
Choleric



THE STRATEGIST
Melancholic



THE GUARDIAN
Phlegmatic

THE FOUR TEMPERAMENTS

A Complete Manifesto

2,500 years of wisdom about human nature, distilled into the clearest framework for understanding yourself.



KNOW YOUR TRUE NATURE

PART I - FOUNDATION

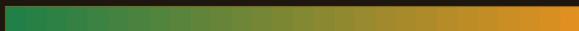
The Framework

Around 400 BC, Hippocrates noticed that people fall into predictable patterns not just physically, but emotionally and behaviorally. He named four types. Every major civilization reached the same four patterns independently. The framework rests on two axes. Where you fall on each axis determines your temperament.

THE TWO AXES

SOCIAL ENERGY

Where your energy comes from



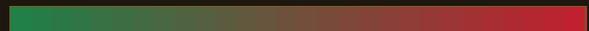
Introverted

Extraverted

Introverts recharge alone; extraverts recharge with people. Not about shyness - about where your energy comes from.

EMOTIONAL REACTIVITY

How you respond to events



Stable

Reactive

Reactive types feel quickly and intensely. Stable types respond more slowly and recover faster. Neither is better or worse.

Emotionally Reactive



Emotionally Stable

"Know thyself." - Temple of Apollo at Delphi, c. 600 BC



THE BARD

SANGUINE

ELEMENT Air

SEASON Spring

NEURO Dopamine

DRIVE Connection & Pleasure

SUPERPOWER



Lights up any room and makes everyone feel alive

KRYPTONITE



Follow-through and sustained depth

STRESS RESPONSE



Escape / Distract

FAMOUS EXAMPLES

fourtype.com/temperament/sanguine

"You walk into a room and the energy changes. People gravitate toward you before you have said a word."

The Sanguine runs on social energy. New faces, new conversations, new experiences are not just appealing - they are necessary. Without them, Sanguines genuinely wilt. Their warmth is not performance: they actually like people. This makes them natural connectors, storytellers, and the person everyone wants at the table.

STRENGTHS

- ◆ Infectious enthusiasm that moves rooms
- ◆ Instant rapport with virtually anyone
- ◆ Bounces back from setbacks fast
- ◆ Natural storyteller and connector

BLIND SPOTS

- Overcommits constantly, underdelivers
- Relationships stay surface-level
- Identity relies heavily on others
- Follow-through is genuinely difficult

GROWTH EDGE

Charisma with Substance

- ◆ **1** Track every commitment for 2 weeks. Count completions honestly.
- 2** Make fewer promises. Enthusiasm in the moment is not obligation.
- 3** Sustain one project for 30 days straight, regardless of mood.



THE COMMANDER

CHOLERIC

ELEMENT Fire

SEASON Summer

NEURO Testosterone

DRIVE Achievement & Control

SUPERPOWER



Gets results when everyone else quits

KRYPTONITE



Empathy and patience for others

STRESS RESPONSE



Attack / Control

FAMOUS EXAMPLES

fourtype.com/temperament/choleric

"You see a problem and you are already solving it while others are still naming it."

The Choleric does not wait for permission. They decide, they move, they get results. In a crisis, they are who you want in charge - not because they are always the smartest, but because they do not freeze. Their blind spot is empathy: not cruelty, but a genuine inability to understand why others are slow, emotional, or indecisive.

STRENGTHS

- ◆ Gets things done, full stop
- ◆ Thinks clearly under intense pressure
- ◆ Natural authority without needing to ask
- ◆ Resilient after failures, moves on fast

BLIND SPOTS

- Zero patience for weakness or hesitation
- Burns at full capacity until burnout
- Pushes people away without noticing
- Suppresses vulnerability completely

GROWTH EDGE

Lead with Empathy

- ◆ **1** Before solving: ask "Fix it or just listen?" Honor the answer.
- ◆ **2** Let someone complete a task their way, no corrections at all.
- ◆ **3** Be genuinely curious about one person weekly, no agenda.



THE STRATEGIST

MELANCHOLIC

ELEMENT Earth

SEASON Autumn

NEURO Serotonin

DRIVE Perfection & Meaning

SUPERPOWER



Sees patterns and details everyone else misses

KRYPTONITE



Perfectionism and self-doubt

STRESS RESPONSE



Analyze / Withdraw

FAMOUS EXAMPLES

fourtype.com/temperament/melancholic

"You see what others miss: the flaw in the plan, the pattern in the data, the thing nobody else bothered to look for."

The Melancholic has a richer inner world than any other temperament. Their standards are impossibly high, including for themselves. This produces extraordinary work: detailed, careful, genuinely excellent. It also produces suffering. They show up for you in ways you never expected, and remember the thing you mentioned once six months ago.

STRENGTHS

- ◆ Sees what everyone else overlooks
- ◆ Unmatched analytical and creative
- ◆ Deep, faithful loyalty over the long term
- ◆ Produces work of genuine excellence

BLIND SPOTS

- ◆ Paralysis from perfectionism
- ◆ Relentless inner critic that never quiets
- ◆ Social withdrawal when stressed
- ◆ They are genuinely hard to access

GROWTH EDGE

Depth without Paralysis

- ◆ **1** Set a deadline that is not "when perfect." Write it. Honor it.
- ◆ **2** Say "good enough" without immediately listing the caveats.
- ◆ **3** Schedule one hour per week of deliberate, purposeless joy.



THE GUARDIAN

PHLEGMATIC

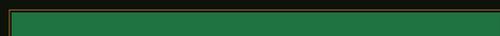
ELEMENT Water

SEASON Winter

NEURO Estrogen/Oxytocin

DRIVE Peace & Stability

SUPERPOWER



Stays perfectly calm when everyone else panics

KRYPTONITE



Initiative and assertiveness

STRESS RESPONSE



Freeze / Shut Down

FAMOUS EXAMPLES

fourtype.com/temperament/phlegmatic

"When the room is on fire, you are still water. People do not always appreciate this, until they need it."

The Phlegmatic keeps things from falling apart. They do not announce this. They quietly absorb tension, listen when no one else does, and show up consistently over years when excitable types have moved on. Easy to underestimate - which is a mistake. Their patience is real strength, not passivity.

STRENGTHS

- ◆ Unshakable under genuine pressure
- ◆ Listens, actually and fully listens
- ◆ Never competes for credit
- ◆ Shows up consistently over decades

BLIND SPOTS

- Waits for permission before acting
- Avoids conflict even when harmful
- Real potential often stays unused
- Own needs go chronically unspoken

GROWTH EDGE

Calm with Courage

- ◆ **1** Identify one thing waiting for permission. Do it this week without asking.
- ◆ **2** State your preference out loud in one conversation per day.
- ◆ **3** Address the one overdue uncomfortable conversation you have been avoiding.

Multiclassing: The 16 Subtypes

Primary drives 60-70% of behavior. Secondary colors the rest. Order matters.

A Sanguine-Choleric leads with charm then directs. A Choleric-Sanguine commands first then charms. Same ingredients, different recipe, completely different person.

PURE SANGUINE

The Undiluted Spark

Maximum extraversion, nothing to moderate it.

All spark, no engine. Everything is turned up: warmth, enthusiasm, chaos. Most fun per...
 + + Magnetic, infectious energy, insta..
 - - Nothing ever gets finished; chroni..

eg. Robin Williams

SANGUINE-CHOLERIC

The Charismatic Achiever

Attracts people then directs them toward a goal.

Leads with warmth then directs. The life of the party who actually gets things done.
 + + Charming and decisive, high output..
 - - Obnoxious under threat; overcommit..

eg. Theodore Roosevelt

SANGUINE-MELANCHOLIC

The Emotional Artist

Deep emotional world expressed outwardly.

The artist who can explain their art. Brilliant when inspired, paralyzed when the mela..
 + + Rich creativity, deep empathy, pas..
 - - Mood swings; perfectionism meets p..

eg. Leonardo da Vinci

SANGUINE-PHLEGMATIC

The Easygoing Connector

Social warmth tempered by calm.

Never threatening, always welcome. The social glue no one appreciates until it is gone.

+ + Universally likeable, steady warmth..
 - - Lacks urgency; avoids hard convers..

eg. Bob Ross

PURE CHOLERIC

The Unstoppable Force

Undiluted drive, zero softening influence.

When a Pure Choleric decides something will happen, it happens. Full stop. Extraordina..
 + + Unstoppable executor, fearless lea..
 - - Ruthless; genuinely alienating; ha..

eg. Napoleon Bonaparte

CHOLERIC-SANGUINE

The Commanding Motivator

Commands the room, then wins people over.

Drive first, charm second. The CEO who also gives killer speeches.
 + + Motivating leader, high output, pe..
 - - Win-lose mindset; bulldozes relati..

eg. Steve Jobs

CHOLERIC-MELANCHOLIC

The Strategic Perfectionist

Relentless drive plus exacting standards.

Sees the big picture AND the small details simultaneously. The most formidably compete..
 + + Strategic excellence, relentless q..
 - - Impossible standards for everyone;..

eg. Winston Churchill

CHOLERIC-PHLEGMATIC

The Diplomatic Commander

Decisive authority tempered by measured calm.

Strong enough to lead, calm enough not to alarm. The most balanced leadership type.
 + + Calm authority, strategic patience..
 - - Suppresses opinions for peace; slo..

eg. Dwight Eisenhower

PURE MELANCHOLIC

The Profound Depth

Maximum analytical depth, no secondary to moderate.

Produces some of humanity's greatest work at tremendous personal cost. Genius and torme..
 + + Genius-level insight, unmatched de..
 - - Crippling perfectionism; isolation..

eg. Nikola Tesla

MELANCHOLIC-SANGUINE

The Expressive Thinker

Deep analytical nature with ability to share it.

The philosopher who can also perform. Starts in contemplation, emerges into expression.

- + + Artistic vision with the ability to...
- - Mood swings; torn between solitude...

eg. Beethoven

MELANCHOLIC-CHOLERIC

The Driven Perfectionist

Analytical rigor with the engine to execute on it.

Does not just analyze - acts. The Choleric secondary breaks through the paralysis.

- + + Thorough with execution, ambitious...
- - Brutal self-criticism; demands per...

eg. Marie Curie

MELANCHOLIC-PHLEGMATIC

The Gentle Analyst

Most introverted blend. Profound depth with patient calm.

Notices everything, says little. When they speak, it is worth stopping to hear.

- + + Deep self-knowledge, gentle wisdom...
- - Deep insecurity; chronic underachi...

eg. Emily Dickinson

PURE PHLEGMATIC

The Absolute Calm

Maximum peace with zero urgency. The rarest type.

Not unhappy - simply unstirred. The rarest type because fame itself requires initiative.

- + + Unshakable steadiness, infinite pa...
- - Complete passivity; no initiative;...

eg. Keanu Reeves

PHLEGMATIC-SANGUINE

The Warm Peacemaker

Easy-going with social warmth.

Observe first, then warm up. Never the loudest, always the most welcome.

- + + Calm sociability, quiet humor, coo...
- - Passivity amplified; avoids hard r...

eg. Fred Rogers

PHLEGMATIC-CHOLERIC

The Quiet Leader

Calm surface, iron will underneath.

Leads from behind with quiet determination. Competence that surprises people.

- + + Reliable under pressure, quietly e...
- - Stubbornness hidden as patience; p...

eg. Angela Merkel

PHLEGMATIC-MELANCHOLIC

The Thoughtful Caretaker

Quiet devotion and careful thought.

Ensures quality AND harmony, usually behind the scenes, always without fanfare.

- + + Harmonious thoroughness, deeply lo...
- - Slow to act + wants it right = ago...

eg. Jane Goodall

PART IV - HISTORICAL ROOTS

The Compass of Antiquity

2,500 years of independent civilizations reaching the same four patterns

Every major era of medicine, philosophy, and psychology has independently arrived at these four patterns. That is not tradition. It is evidence that the types reflect something real about human neurobiology.

c. 400 BC Hippocrates

Proposed four bodily humors as personality types. The biology was wrong; the four personality patterns proved remarkably durable.
Blood, Yellow Bile, Black Bile, Phlegm

1921 Carl Jung

Introduced introversion and extraversion as psychological types, mapping onto Wundts axes without crediting him.
Depth psychology and temperament converge on identical structures

c. 190 AD Galen of Pergamon

Formalized the four temperaments with behavioral descriptions that dominated European thought for 1,400 years.
Created the first formal typology with distinct character profiles

1956-78 Myers-Briggs and Keirsey

The 16 MBTI types collapse back into four temperament patterns. Same four types, different labels.
Artisan=San, Rational=Chol, Guardian=Mel, Idealist=Phleg

1798 Immanuel Kant

Stripped the biological humors away, making temperament about psychology rather than physiology.
Early precursor to the two-axis model

Today Modern Validation

DISC, Big Five, Helen Fishers neurochemistry, and Ayurvedic doshas all independently identify the same four patterns.
Cross-cultural, cross-era convergence: the types are real

1879 Wilhelm Wundt

Placed the four types on two axes: emotional strength and changeability. The modern

HOW EVERY MAJOR SYSTEM MAPS TO THE SAME FOUR TYPES

Framework	Sanguine	Choleric	Melancholic	Phlegmatic
DISC	I - Influence	D - Dominance	C - Conscientious	S - Steadiness
Keirsey	Artisan	Rational	Guardian	Idealist
Helen Fisher	Explorer	Director	Builder	Negotiator
Ayurveda	Vata (Air)	Pitta (Fire)	Vata/Kapha	Kapha (Earth)
Core Fear	Rejection	Loss of control	Criticism	Conflict
Stress	Escape	Attack/Control	Analyze/Withdraw	Freeze

Leveling Up: The Paths of Growth

Knowing your type is not the point. Working on your edges is.

Each temperament has a specific integration goal: the version of yourself that keeps your natural strengths but has worked past your blind spots. Here is what that journey looks like in practice.

SANGUINE - GROWTH EDGE

Charisma with Substance

You energize rooms. The gap between your intention and follow-through is where relationships die.

- 1 Track every commitment for 2 weeks. Count actual completions honestly.
- 2 Make fewer promises. Enthusiasm in the moment is not obligation.
- 3 Finish one thing per day before starting anything new.
- 4 Awareness: Notice the scatter pattern as it happens.

CHOLERIC - GROWTH EDGE

Lead with Empathy

You get results. The question is whether people around you are still intact when you are done.

- 1 Ask "Fix it or just listen?" before every response. Honor the answer.
- 2 Let someone complete a task their way, start to finish, no corrections.
- 3 Be genuinely curious about one person weekly. No agenda at all.
- 4 Awareness: Notice the control impulse before acting on it.

MELANCHOLIC - GROWTH EDGE

Depth without Paralysis

Your standards are your greatest asset and your heaviest chain. The world needs your work at 80%.

- 1 Set a deadline that is not "when perfect." Write it down. Honor it.
- 2 Say "good enough" without immediately listing the caveats.
- 3 Schedule one hour per week of deliberate, purposeless joy.
- 4 Awareness: Notice perfectionism as the paralysis begins.

PHLEGMATIC - GROWTH EDGE

Calm with Courage

Your steadiness is real strength. Strength that never acts is just potential.

- 1 Identify one thing waiting for permission. Do it this week without asking.
- 2 State your preference out loud in one conversation per day.
- 3 Address the one overdue uncomfortable conversation you have been avoiding.
- 4 Awareness: Notice avoidance as it is happening.

WHO WORKS WELL WITH WHOM

SANGUINE:

Needs grounding. Best with Melancholics and Phlegmatics.

MELANCHOLIC:

Needs to be understood, not fixed. Sanguines bring lightness.

CHOLERIC:

Needs someone who holds their ground without a power

PHLEGMATIC:

Needs someone who notices unspoken needs and draws them out.

Everything You Need to Go Deeper

This manifesto is a starting point. The four temperaments reward sustained study: the more you apply the framework to real people and real situations, the sharper the model becomes. Here is where to go next on fourtype.com.

Take the Free Quiz

fourtype.com/quiz

40 situational questions across 4 life domains.
Scores all 4 temperaments. Full blend

Start here if you are new to the framework
no account needed.

The Four Temperament Profiles

[fourtype.com/temperament/\[type\]](https://fourtype.com/temperament/[type])

Dedicated pages for each type: strengths, weaknesses, famous examples, career fits,

Use after you have identified your dominant type
[type] with the temperament name.

The 15 Subtypes Deep Dive

fourtype.com/blog/subtypes

Full profiles for every primary-secondary blend.
The tensions, the strengths, and the blind spots

Essential reading once you know your primary type
your primary.

The Full Manifesto

fourtype.com/manifesto

Complete written manifesto: historical roots, the science, all four types, all 16 subtypes, practical

For those who want the complete picture
foundations.

History of the Temperaments

fourtype.com/blog/history-of-temperaments

How the framework traveled from ancient Greece through medieval medicine, Enlightenment

Context that makes the framework click
survived when others did not.

FAQ

fourtype.com/faq

Can you change your temperament? What if I score equally on two types? How does this relate

Good starting point if you have doubts
neurotransmitters?

"Know thyself." - Temple of Apollo at Delphi, c. 600 BC

The four temperaments have helped people do exactly that for 2,500 years.



FOUR TYPE

KNOW YOUR TRUE NATURE

The Temperament Quest

TAKE THE FREE QUIZ

fourtype.com/quiz

40 questions - 16 possible results - Free forever



The Bard



The Commander



The Strategist



The Guardian

SANGUINE

CHOLERIC

MELANCHOLIC

PHLEGMATIC

fourtype.com/temperament/sanguine fourtype.com/temperament/choleric fourtype.com/temperament/melancholic fourtype.com/temperament/phlegmatic

"Know thyself." - Temple of Apollo at Delphi