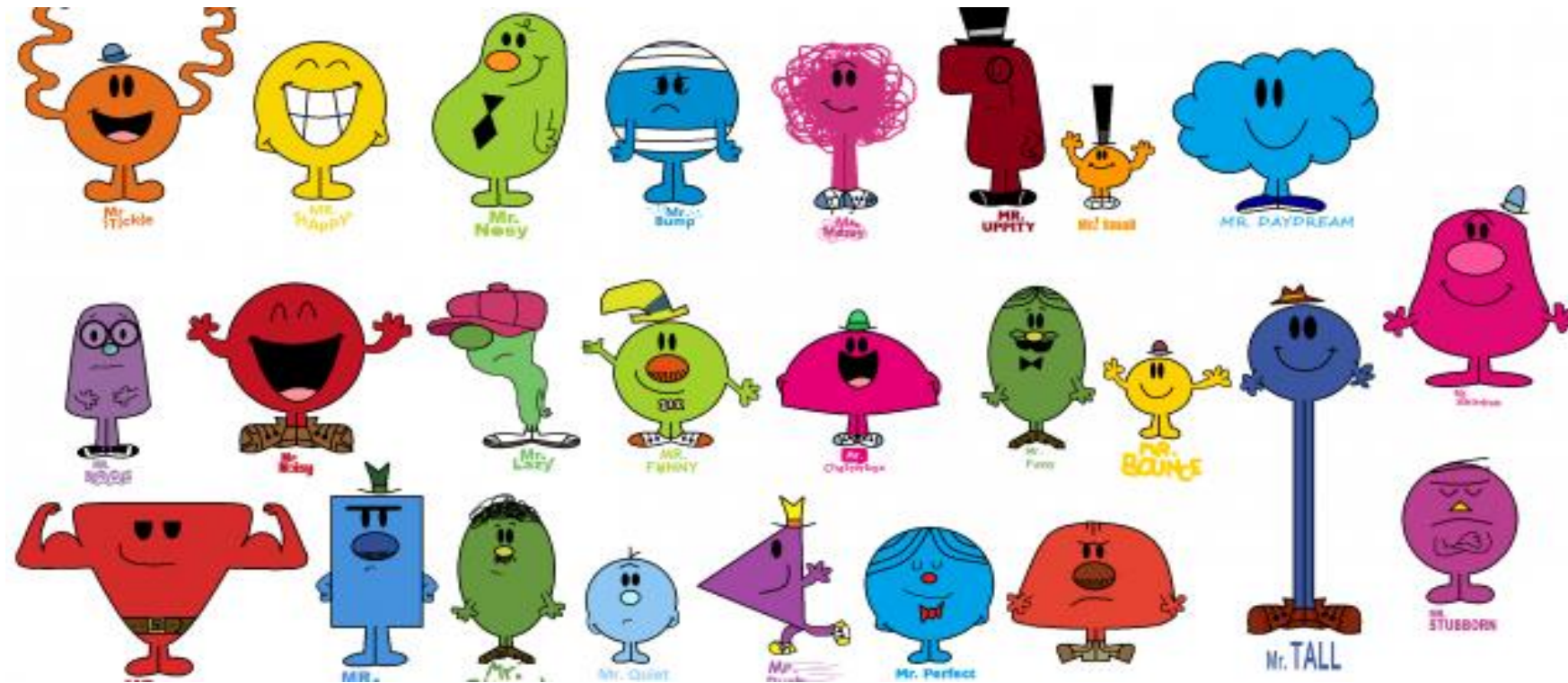





CPAK

Uphold Public Interest

PERSONALITY TYPES



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- There's no shortage of theories on Personality.
 - The oldest of these theories is the four temperaments system, the origin of this typology was the Graeco-Arabic medicine that was successfully used to treat illnesses
 - At the heart of this typology is ancient medical concept — humorism. **Sanguine:** blood;
 - **Phlegmatic:** phlegm;
 - **Choleric:** yellow bile;
 - **Melancholic:** black bile.

OTHER THEORIES



- Dr. Helen Fisher's personality types — Explorer, Negotiator, Director, and Builder
- Myer Briggs 16 personality types

SANGUINE

- People with sanguine personality type tend to be lively, optimistic, buoyant, and carefree. They love adventure and have a high risk tolerance.



- These people are very creative and may become great artists. In addition, they are fantastic entertainers and will naturally do well if they choose careers in entertainment industry.

PHLEGMATIC

PHLEGMATIC PERSONALITY



- ★ unassuming
- ★ agreeable
- ★ intuitive
- ★ imaginative
- ★ empathetic
- ★ warm
- ★ cooperative
- ★ trusting
- ★ considerate

Visit

<https://psychologia.co/phlegmatic-personality/>
for more details and a **FREE PERSONALITY TEST**

Someone with phlegmatic personality type is usually a people person. They seek interpersonal harmony and close relationships.

People with phlegmatic temperament tend to avoid **conflicts** and always try to **mediate** between others to restore peace and harmony.

They could be described as **cooperative, considerate, charitable, sympathetic, trusting and warm**. They like to express their feelings, sometimes dramatizing their experience

On the negative side; Indecisive, unable to focus on important details, take criticisms as an insult and pout for days, weeks and months. Prone to depression

CHOLERICS

CHOLERIC PERSONALITY



- ★ practical
- ★ successful
- ★ independent
- ★ goal-oriented
- ★ analytical
- ★ logical
- ★ decisive
- ★ competent
- ★ tough-minded

Visit

<https://psychologia.co/choleric-personality/>
for more details and a **FREE PERSONALITY TEST**

choleric temperament is usually a goal-oriented person, very savvy, analytical, and logical. Extremely practical and straightforward, choleric people aren't necessarily very good companions or particularly social.

Dislike small talk, they would rather be alone than in company of shallow, superficial people.

Good managers, programmers, statisticians, technology, engineering.

MELANCHOLIC

- Men and women with melancholic personality share many traits – they tend to be loyal to their family and friends and extremely careful.
- They are respectful to authority, follow rules and feel comfortable in hierarchies where structure, rules and order are implemented.
- Melancholics are keen with details and tend to be meticulous leading many of them to be perfectionists, extremely orderly and accurate.
- Very social and make fantastic people managers.



**SELF AWARENESS
IS THE PATH TO INNER PEACE**



SELF AWARENESS

- Story of the loan shark and two black pebbles
- Is the ability for introspection and the capacity to recognize oneself as an individual separate from the environment and others.
- Self awareness is a clear perception of your personality , strengths, weaknesses, thoughts, beliefs, motivation and emotions.
- Self awareness is about noticing you, and putting yourself under a microscope, a mirror and reflecting on your person (hardware) and personality (software).

THE BOY WHO WANTED THE LIMPING DOG

- Even a broken clock is right twice in the day .



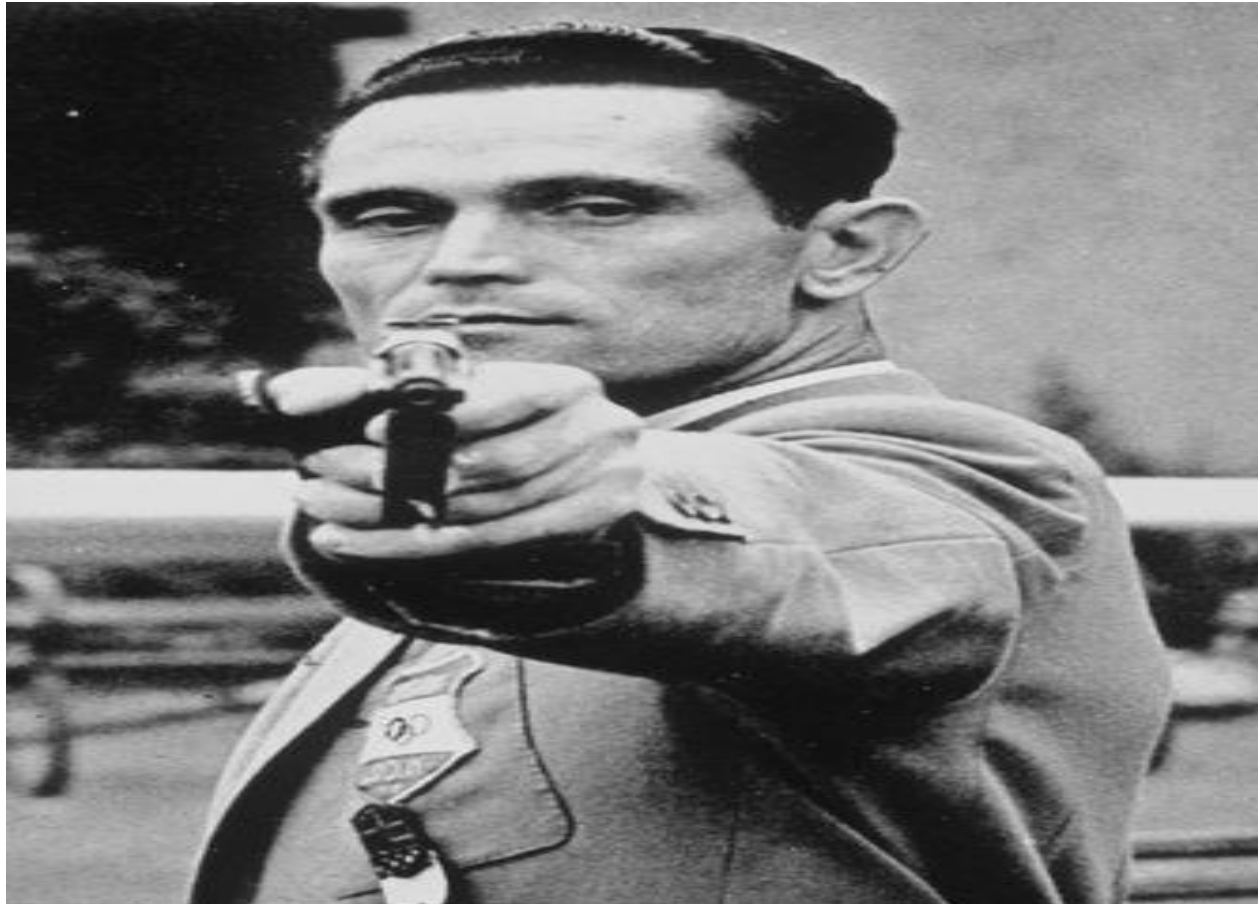
- Everyone of us is important, has a purpose and potential , lets be self aware and then allow us the space and time to grow and overcome.



SELF MOTIVATION

- Story of the deaf boy “ I did not hear “
- You must be blind to distraction's and deaf to negativity.
- Empires, history and champions are built of sweat, belief , consistency and now we know blindness and deafness.

THE STORY OF KAROLY TAKAC'S



EXCELLENT INTERPERSONAL RELATIONSHIPS

- The obvious result of a people who are self aware is that they will be self motivated to achieve above and beyond their job description and this will ultimately lead to EXCELLENT INTERPERSONAL RELATIONSHIPS.
- SUDDENLY PEOPLE :
- **COMPLEMENT** INSTEAD OF COMPETING;
- **GUIDE** INSTEAD OF INSTRUCTING;
- **CORRECT** INSTEAD OF BLAMING;
- **OWN UP** INSTEAD OF COVERING UP;
- **ENCOURAGE** INSTEAD OF DISCOURAGING

THE EMPTY BOX

- “Oh daddy its not empty at all. I blew kisses in the box. They’re all for you daddy”.



- No one is empty or useless, it is only our view of them that can be ‘empty’ or ‘useless’ and that makes us ‘empty’ and ‘useless’.
- If you cannot nurture, grow, and support others, keep off better still mind your own business. (don’t peep)

ALEXANDER, THE GREAT



BURN YOUR SHIPS


- Burn your ships of mediocrity
- Burn your ships of procrastination
- Burn your ships of shaming and blaming
- Burn your ships of fear and ignorance.
- Burn your ships of bad attitude
- Burn your ships of despair
- Burn your ships of gossip
- Burn your ships of

• **NOW GO GET EM'**





- 1816: His family was forced out of their home. He had to work to support them.
- 1818: His mother died.
- 1831: Failed in business.
- 1832: Ran for state legislature – lost.
- 1832: Also lost his job – wanted to go to law school but couldn't get in.
- 1833: Borrowed some money from a friend to begin a business and by the end of the year he was bankrupt. He spent the next 17 years of his life paying off this debt.
- 1834: Ran for state legislature again – won.
- 1835: Was engaged to be married, sweetheart died and his heart was broken.

- 
- 1836: Had a total nervous breakdown and was in bed for six months.
 - 1838: Sought to become speaker of the state legislature – defeated.
 - 1840: Sought to become elector – defeated.
 - 1843: Ran for Congress – lost.
 - 1846: Ran for Congress again – this time he won – went to Washington and did a good job.
 - 1848: Ran for re-election to Congress – lost.
 - 1849 Sought the job of land officer in his home state – rejected.
 - 1854: Ran for Senate of the United States – lost.
 - 1856: Sought the Vice-Presidential nomination at his party's national convention – got less than 100 votes.
 - 1858: Ran for U.S. Senate again – again he lost.
 - 1860: Elected president of the United States.

WHAT'S
YOUR
EXCUSE?

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- Whats your Excuse at Assa Abloy ?
- *That client is difficult*
- *My pay is not enough.*
- *I don't feel appreciated*
- *I want a new job*

~~TOO EARLY.~~

~~TOO COLD.~~

~~MY LEGS HURT.~~

~~I WAS UP LATE.~~

AS THE YEAR STARTS : BURN YOUR
SHIPS

