

# TEAM PERSONALITY CHART



PERSONALITY TYPE	T	E	A	M
<b>DOMINANT TRAIT (FOUR HUMOURS)</b>	Take Charge (Choleric)	Enjoyment (Sanguine)	Ally (Phlegmatic)	Meticulous (Melancholic)
<b>JOB DESCRIPTION</b>	CEO, Manager, Entrepreneur, Trial Lawyer, Quarterback	Sales, Host, Entertainer, Mascot, Cheerleader	Teacher, Administrator, Line Worker, Player	CPA, Doctor, Engineer, Coach
<b>NATURE</b>	Lion, Eagle, Queen Bee	Otter, Dolphin	Golden Retriever, Hamster	Beaver, Chipmunk, Army Ant
<b>CAR</b>	Flashy, Powerful	Party Bus, Convertible	SUV, Truck, Jeep	Anything Practical
<b>COLOR</b>	Red	Yellow	Green	Blue
<b>TYPICAL STRENGTHS</b>	Leader, Visionary, Aggressive, Competitive, Decision Maker	Fun, Motivating, Positive, Social, Lots of Friends	Devoted, Calm, Listener, Caring, Accommodating, Encouraging	Detail-Oriented, Organized, Exactness, Creative, Respect, Order
<b>TYPICAL WEAKNESSES</b>	Puts Projects Over People, Domineering, Blunt	Superficial, Lack Follow-Up, Goof Off, Permissive, Lack Discipline	Resists Change, Too Sensitive, Too Soft, Lethargic	Perfectionist, Inflexible, Critical, Unrealistic, Pessimistic

Personality typing originated with the historical work of the “Four Humours” of Hippocrates (c. 400 BC), and later refined by Aristotle (c. 325 BC), Galen (c. 190 AD), Paracelsus (c. 1550 AD) and others. The TEAM Personality chart incorporates early works, along with contemporary works of Troy L. Tate, the author of *The DNA of Successful Leaders*, as well as some of nature’s examples that originate from the work of Dr. Gary Smalley.

This personality chart is useful for identifying one’s primary and secondary personality traits. It takes all four personality types to build a complete team. ©2019 Core IQ. All rights reserved.