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## TYPES AND TEMPERAMENTS

By L.L. McCormick, O.D., F.C.S.O.

Excerpts from a book entitled "Understanding Our Fellow Men" or we might say the Judgment of Character through Trained Observation by Knud Asbjorn Lund.

The author sets forth that there are four temperaments, the melancholic, phlegmatic, sanguine and choleric.

The normal soul-life progresses in three stages. The first is young and egoistic, second is middle aged and armed with a certain amount of experience, and the third one has grown elderly and has therefore a wider outlook. This then gives us a possible of 12 variations.

By knowing about these four temperaments you know about the personality of the inner core of the human soul. These coupled with your knowledge of bio-typing you will be better armed to deal with your patients as well as your friends.

The melancholic in the first stage of his temperament, feels that everything is sad and gloomy, and places himself at the center of his little world, demanding pity. He asks for sympathy and understanding, although he, himself has nothing to give. Second stage he wavers between egoism and self-abnegation. He would prefer to be unselfish but he has not strength to maintain completely such an attitude and he therefore declines or reverts to his old stage of egoism. He lives through a life of continual vacillations, forever bordering on a crisis, and it is only in the last stage that he is able to see that his greatest satisfaction is in being of value to others. The more he acts upon the last conviction the richer he feels at this point of life.

The features are characterized by weariness and depression, by downward lines and a tendency to furrows. The mouth often expresses bitterness; there is suffering in the eyes.

Most people make the mistake of taking it for granted that the melancholic must be consoled, or persuaded that "everything will turn out all right." There is nothing he detests more. His obstinacy will render all such efforts in vain.

We all know the type of melancholic who talks about his symptoms and assures us that he never sleeps, despite the fact, his snores keeps everyone awake.

The melancholic demands someone who will understand him, who will listen to him attentively and share his heaviness of spirit, without expecting him to listen and sympathize in return.

It is, therefore, necessary to arouse the sympathy of the melancholic not idly, but with the express purpose of leading him out of the blind alley. Treat him kindly and let him talk himself out. When a melancholic feels sympathy for a fellowman he ceases to be an egoist, and he therefore reaches the second stage.

Here it is important not to let the melancholic take charge because this will become a degenerate form of his temperament. Take the lead and start him talking about his woes but only

enough time to supply some answers, keep him moving from one ailment to the other. In a short time, he will talk himself dry and will feel content.

Melancholic in the third stage is the point where his interest in others is greater than the interest in himself. This is as a rule the outcome of disappointment and suffering.

The phlegmatic wishes to dwell within himself and live a well balanced life. First stage she spurns all that is new and all that comes from without. Second stage approaches the new slowly and only when brought to him by others and even then he receives the new slowly and only when brought to him by others and even then he receives it with caution. The third stage he is conservative and faithful, upright and honorable.

The phlegmatic has plenty of bulk but is lacking in vigor, he hates to hurry and is happy living within himself. The same characteristics all people show in later years a gradual slowing down, is evident in childhood in the phlegmatic. They walk rather loose-limbed, hands dangling as if they are half asleep.

He has an inferiority complex, and often hides his often splendid ideas behind a wall of silence and modesty. He is slow in doing his work but does it meticulously.

In the first stage or egoistic stage, he refuses to do anything which does not happen to suit him. Monotonous work is preferred. He dutifully carries out orders but lacks the initiative to do even his common sense tells him ought to be done.

The male is usually attracted by dainty women who are amusing and quick-witted, intelligent, eloquent and talented. She makes up for what he lacks.

In making frame selections it may take them an extremely long period of time. They may boil it down two selections and it will still take a long time to reach a decision. It is a big mistake to try to persuade a phlegmatic. Usually by mentioning to them that Mrs. Dash or Mr. Sash has a pair like these and several other people, they will make a selection because they want to be like other people. It is also a nice time to remark to him that he has made a wise choice.

During the second stage the phlegmatic enjoy any sort of gathering providing he is not expected to share himself conspicuous.

In the third stage of his temperament the change is so great, in comparison with the first stage that no one can believe that it is the same temperament.

The sanguine type is emotional and extremely variable. He craves all that is new. In the first stage his egoism is seen through his craving for the enjoyment of all that is novel and amusing, even though others must suffer for his pleasure. He captivates those about him with his charm, using them for his own ends. He goes on his carefree way when it suits him leaving others to pay the piper. The sanguine is an extrovert and just opposite of the phlegmatic. To repeat anything is extremely boring.

All is well known, various groups of nerves go into action whenever the senses receive impressions from without. In this way these impressions are fixed in our consciousness and becomes experience. The manner in which we receive our impressions, and consequently the manner in which we gain experience, differs for every individual.

The sanguine does not wait for impressions to be transformed into experience, but on the contrary he hastens to meet them wherever and as soon as they occur. He is a man of changing humors - - happy today angry tomorrow, depending on his surroundings and the people he meets.

The sanguine man or woman is usually good-looking, the body well proportioned, the hands and feet slender and well formed. They step lightly and airily. Their eyes literally light up, when they behold anything interesting. Their lips never thin nor colorless and they smile easily, showing their teeth. His jesters are quick and varied and are upward in movement. It is this type who run upstairs rather than walking, sit sideways in an armchair and dangle legs or rocking on the two back legs of a wooden chair. They dislike hard manual labor and if their hands are soiled, they remove all marks as soon as possible. An electrician or mechanic scrubs his hands spotless every evening.

The sanguine finds it a simple matter to make others believe in him.

He talks with such warmth, enthusiasm and conviction that he carries his audience along with him. He is impatient and tends to get ideas but many times never starts them. He can talk superficially almost on any subject, never for a loss of words. With a kind of a sixth sense they determine what is going on in the minds of others. It must not be forgotten that the sanguine needs to be treated with special kindness. One must never be disagreeable with him.

When reality outstrips his dreams, he gives in, feeling small. He changes his attitude, allows himself to be influenced and in this way becomes rational. At this moment he is entering the second stage. He will progress providing he is treated constantly in the correct way. He has to be dealt with by both authoritative ways and kindness. Should one treat him as an equal for one moment he will revert back to the first stage.

Experience comes to the sanguine much later than to the people of the other temperaments but when it does it causes vast changes in his attitudes toward life.

When he approaches some personality which possesses the completeness, steadfastness, dignity and strength he himself so sadly lacks and he often inflicts criticism, insults, etc. and the victim is unmoved then the sanguine is forced by his own personality to change his attitude completely. It is this way he progresses through the second stage, and learns to look up to his ideal, to the one who has shown him understanding kindness without letting the instability of the sanguine temperament influence him.

In the third stage the sanguine is the most delightful person imaginable.

The choleric in the first stage is a typical tyrant, who insists upon having his own way, regardless of others. Opposition makes him more forceful and often brutal. In the second stage he begins to gain respect for others and in the third stage he is the gentle ruler.

The choleric is energetic and tense. There is a latent violence in his circulation which causes him to boil over at the slightest pretext. He carries his head high and with a slightly backward tilt. The nose is often a somewhat predominate feature while the mouth is clasped so firmly shut that he imagines one can see the energy held there between clinched teeth. The eyes have a commanding manner and almost appear as if they reflect anger.

The choleric walks with resilient strength which commences at the base of the skull and flows through the spine, he sets his heels energetically and surely on the ground as if to pulverize the very pavement.

The choleric while still young, shows plainly that he has a mind of his own and dislikes giving in to other people. He is generally clever and usually has a rigid code of honor. He cannot stand criticism and hates to apologize. He is often dubbed a quarrelsome fellow. He is a fellow who lays his plans for the future. The choleric does not want to be like others but tries to preserve and personality. Even though the choleric desires to rule others, he is utterly dependent upon his fellowmen for admiration or at least recognition of his skill and intelligence.

Even though, a rather hard-boiled tough guy has been pictures, underneath this hard shell is a heart of goodness, a sensitive spirit and generosity. He is moved profoundly by real sorrow.

Of course, it is when the choleric has gained respect for personalities that we know he is approaching the third stage. The third stage is a difficult goal to attain but once it is reached we have a man to whom all instinctively look up.

Now you can see we are all possessed with all four temperaments. Sometimes there are two which alternate with each other. When all temperaments are present at one time or another, we have the richest and most interesting personality of all. As the four temperaments come and go, we see that such people enjoy and live life to the fullest. Here is understanding of others, delight in all that is novel, a love of the old, the quiet, the calm, the beautiful, wisdom, strength, and determination. We see life as it should be lived.

As was previously stated, this paper has been taken exclusively from, "Understanding Our Fellow Men", by Knud Ashbjorn Lund, a Hope Book Club selection, Hope Inc. Nyack N.Y.

Here is a list of characteristics of each temperament.

<b>Temperament</b>	<b>Melancholic</b>	<b>Choleric</b>	<b>Phlegmatic</b>	<b>Sanguine</b>
Size	From medium to small	From medium to small	from medium to big	From medium to big
Gestures	Slow, heavy or dragging	Quick and purposeful	Stolid and slow	Light, elegant or nonchalant
General Appearance	Heavy and dead	Erect and self assured	Drooping or clumsy	Foppish or elegant
Bearing	Dropping, in need of support	Boldly upright, purposeful	Modest	Airy and unfettered
Hair	Darkish	Darkish, some times red	Natural, colourless or mousey	Blond, soft, well-cared for
Complexion	Pale	Pale or ruddy	Muddy, often freckled	Fair, good

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<b>Temperament</b>	<b>Melancholic</b>	<b>Choleric</b>	<b>Phlegmatic</b>	<b>Sanguine</b>
Mouth	Tragic	Tight-lipped	Lantern jawed	Soft or regular
Eyes	Discontented, depressed	As if angry, full of energy	Sluggish and expressionless	Dependent upon facial expression
Nose	Long, pointed	Assertive	Broad, often bulbous	Fine or retroussé
Dress	Dark, somber	Individual	Ordinary	Fashionable
Speech	Husky	Domineering, planning	Sparing & without emphasis	Chatty
Psyche	Stage I Tragic & demanding Stage III self-sacrificing	Stage I Commanding Stage III understanding, superior	Stage I Stiff & helpless Stage III Approving	Stage I Kind, restless Stage III Understanding Imaginative
Organic System	of the bones	of the blood	of the glands	of the nerves
Blood Characteristics	Sluggish	Nervous	Calm	Easy-flowing
Disposition	Heavy	Honest, the conquering type	Modest, shy	Dependent upon mood
Interests	Self	The future	Peace & quiet	To make an impression
Good Qualities	May be philanthropic, helpful	Understanding, Faithful a good organizer		Kind
Bad Qualities	Tyrannical	Despotic	Introspective	Superficial
Erotic tendencies	Suffering, passive	Active, commanding	Balances, ordinary	Intense, changeable
Financial Affairs	Afraid, often egocentric	Generous, daring	Careful, honest	Full of promises unreliable
Occupation	Resigned at work	Position of command	Subordinate position	Fortunist
Mood	Depress	Enthusiastic	Stable	Changeable

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<b>Temperament</b>	<b>Melancholic</b>	<b>Choleric</b>	<b>Phlegmatic</b>	<b>Sanguine</b>
Hands	Hirsute, hanging	Square	Big	Pointed
Attitude	Thinks of the past	Thinks of the future	Thinks introspectively of the present	Thinks extroversively of present
Complex	Self-absorbed	Superior	Inferior	Pretentious