

Express-analysis of a client's temperament

Date of phone call ____/____/____

Location _____

Company name _____

First and Last name _____

Contact info _____

SANGUINE

CHOLERIC

- | | |
|---|---|
| <input type="checkbox"/> Active | |
| <input type="checkbox"/> Resolute | |
| <input type="checkbox"/> Impulsive in decision-making | |
| <input type="checkbox"/> Communicative | |
| <input type="checkbox"/> Confident | <input type="checkbox"/> Self-confident |
| <input type="checkbox"/> Can not bring the matter to the end | <input type="checkbox"/> Brings the matter to the end |
| <input type="checkbox"/> Resistant to stress | <input type="checkbox"/> Overcoming difficulties |
| <input type="checkbox"/> Easily perceives failures and troubles | <input type="checkbox"/> Doesn't like being restricted by someone |
| <input type="checkbox"/> Optimistic | <input type="checkbox"/> Pragmatic |
| <input type="checkbox"/> Variety of mimic | <input type="checkbox"/> (Excessively) Independent |
| <input type="checkbox"/> Loves a change of impressions | <input type="checkbox"/> Huge performance |
| <input type="checkbox"/> Easily and quickly adapts to the environment | <input type="checkbox"/> Acts with passion |
| <input type="checkbox"/> Curious | <input type="checkbox"/> Loves risk |
| <input type="checkbox"/> Quickly learns new things | <input type="checkbox"/> Strong-willed |

Express-analysis of a client's temperament

-
- | | |
|--|--|
| <input type="checkbox"/> Exhibits impermanence | <input type="checkbox"/> Impatient |
| <input type="checkbox"/> Inattentive to small things | <input type="checkbox"/> Ignores compromise |
| <input type="checkbox"/> Superficial | <input type="checkbox"/> Ignores the interests of others |
| <input type="checkbox"/> Undisciplined | <input type="checkbox"/> Doing things without proper thought |
| | <input type="checkbox"/> Proud |
-

- | | | |
|---|------------------------------------|---|
| | <input type="checkbox"/> Emotional | |
| <input type="checkbox"/> Can restrain emotions | | <input type="checkbox"/> Spitfire |
| <input type="checkbox"/> Positive emotions | | <input type="checkbox"/> Can be aggressive |
| <input type="checkbox"/> Quickly changes emotions | | <input type="checkbox"/> Instant changes emotions |
-

TOTAL Sanguine points _____

TOTAL Sanguine points _____

MELANCHOLIC

PHLEGMATIC

- | | | |
|--|--|--|
| | <input type="checkbox"/> Hard-working | |
| | <input type="checkbox"/> Slow | |
| | <input type="checkbox"/> Acts step by step | |
| | <input type="checkbox"/> Rarely argues | |
| | <input type="checkbox"/> Doesn't say much | |
| <input type="checkbox"/> Makes the decision of stronger people | | <input type="checkbox"/> Long takes decisions or avoids them |
| <input type="checkbox"/> Hardly makes a decision | | <input type="checkbox"/> Takes weighted decisions |
| <input type="checkbox"/> Prefers to plan actions in advance | | <input type="checkbox"/> Organized |
| <input type="checkbox"/> Successfully copes with tasks in a calm environment | | <input type="checkbox"/> Has perseverance in work |
| <input type="checkbox"/> Gets tired quickly | | <input type="checkbox"/> Plodding |
| <input type="checkbox"/> Stable in feelings | | <input type="checkbox"/> Stable in aspirations and mood |

Express-analysis of a client's temperament

Anxious

Calm

Very vulnerable

It's hard to get him (her) mad

Inert

Weak willpower

Hardly changes his (her) opinion

Sluggishly responds to the environment

Indifferent to others

Mistrustfully perceives the new

Long accustoms to the new environment

Unconfident

New habits are slowly forming

Revengeful

Lazy

Emotional vulnerability

Not emotional

Deeply experiences setbacks and troubles

Ignores setbacks and troubles

Impressionable

Hides his (her) emotions and feelings

Need for empathy

Support is required

Shy

Cheerful

Confined and solitary behavior

Self-demanding

TOTAL Melancholic points _____

TOTAL Phlegmatic points _____

NOTES _____

Read an article: <https://sergeybure.com/blog/how-to-increase-sales-knowing-the-client-s-temperament>