

History of Personality Type Terminology

There are many models that describe the four different personality types. There is the popular Myers Briggs. The DISC model. There is a model that uses four colored dots – Red, Yellow, Blue and Green. And there are more. But most have the four categories because that is what has been observed since ancient times.

There are many theories surrounding why we have these four different personality types, or temperaments. But the real answer is founded in the science of how our brain works. However, the study and explanation of that science is beyond the scope of this explanation, or even our presentation of the four.

Often, the models are difficult to relate to. They are cumbersome, sometimes complex, possibly hard to understand – and most often, we find, forgettable. However, there is one we have used for over 40 years that has stood the test of time – both in terms of accuracy AND the ability to remember the temperaments and their meanings. It is the ancient Greek model.

At the core of the teaching are terminologies that are ancient Greek terms from the 4th century BCE. Plato, Hippocrates, and probably other philosophical contributors of the time, coined the terms Sanguine, Choleric, Melancholy and Phlegmatic, to describe the “four humors” as they termed them. They believed that the four personality types were caused by physiological conditions. Though that was not accurate, the categories, and simple explanations, were spot on.

The descriptions of the four temperaments (synonymous with “personality type”) included strengths and weaknesses for each. It is this list of four temperaments, and their accompanying strengths and weaknesses, that form the foundation for our teaching on personality types.

In a tutorial available as part of our membership (or for On-Demand purchase) you will learn that there are no good or bad temperaments. No right or wrong temperaments. No personality type that is better than another. Therefore, there is no stereotyping, no putting people in a box, no teaching about



limitations. We see these temperaments as “languages” – with your initial “language” (your specific mix) received at birth. Yet, though you receive your initial language at birth, that is simply the place to start. Excellent leaders, indeed, excellent PEOPLE, learn to speak ALL of the languages. This allows for connection and effective relationships with anyone.

If you haven't taken the Truby Achievements Personality Type Assessment, [start now \(click on link\)](#)!