

CHAPTER II

REVIEW OF RELATED LITERATURE

This chapter presents the theory of personality. It is divided into two sub-chapters, personality and Hippocrates theory. Hippocrates theory is divided into ekstrovert and introvert.

2.1 Personality

The word “personality” originates from the Latin ‘persona’, which refers to a theatrical mask worn by Roman actors. The mask is used to conceal identity of someone. It was originally used to explain a personality trait of character (Stephen E. Wisecarver 2015 : 7). When psychologists use the term personality, they refer to something more than the role that people play. They refer more to the unique and vital theories that look from the individual personality to the point of reference. This makes them have no agreement although no single definition is acceptable to all personality theorists. Personality is a form of fixed nature and unique characteristics which gives consistency and individuality to one's behavior. Each individual has a difference according to the consistency of behavior every time and various situations. There is also uniqueness, in general for some groups, or shared by the whole species, but their pattern is different for each individual (Jess Feist and Gregorhy J. Feist, 2009 : 3-4).

Everyone has a different personality. It know that the personality of someone have temperament. Character is part of personality or the character is included in personality. The character can also form a personality while the temperament is an emotional nature characteristic. The influences of personality are biological, geographical, cultural, and experience.

2.2 Hippocrates Theory

Hippocrates theory is a theory of personality by Hippocrates as the father of medicine. He was born during the prophetic ministries of Nehemiah and Malachi, or 450 years before the birth of Christ. Hippocrates work has been extensively researched and used as a dynamic diagnostic tool in both psychology and psychiatry. The explanation of the human temperament or personality is genetically that we are born with the same behavior as part of our DNA. We are all composed of a combination of DNA that is passed on to us through our parents and ancestors. Fact is important because it helps us to better understand our basic behavior. Although most of our human personality is inherited, as for which is also influenced by the environment. It shows that the human personality is determined by the environment and by our DNA (<http://www.thetransformedsoul.com/additional-studies/miscellaneous-studies/the-four-human-temperaments>).

According to Dr. D. W. Ekstrand in his journal the *Four Human Temperaments*, personality has four types consisting of strengths and weakness. All four have both good and bad qualities, and all four are needed to make this world a better place.

Above the theory states that there are four basic personality types known as sanguine, phlegmatic, choleric and melancholic. These four types are further broken down into two categories Extroverts and Introverts.

2.2.1 Extrovert

Extroverts are people who get their energy from external stimuli, such as personal interaction, social gatherings, and shared ideas.

2.2.1.1 Sanguine

According to Jan Harrington (2005 : 17-30), Sanguines are the easiest to categorize because they are the loudest. They are always talking and their voice rings above everybody else. They are always running to grab people, hug people, get related. They want to be out in front, having a good time; they love people. There are the characteristics of people in this type:

1. Talkative

They want to talk over everything, are not too concerned with what they get done as long as they have fun talking about it.

2. Optimistic

In life, they see what will be fun about it, and how they can have a good time doing activities.

3. They are bubbly, bright, and outgoing

Their aim in life is whatever they are doing, to have fun at it a compulsion for fun.

4. Storytellers

They make every trivia in life exciting not necessarily factual. They don't repeat things in the dull way they really were, but will dress up the story to make it interesting for others.

5. Never have "too much" fun

Some people feel that a Sanguine's fun complex is just too much, but a Sanguine thinks "too much is never enough." They want more fun, more games, more laughs.

6. People oriented

They always have crowds around, laughing, thinks it fun to amuse people.

7. Humor

They have a good sense of humor and memory for the colorful things of life.

8. Statistical memory is not very good

They don't like details like the analytical Melancholy. Sanguines don't know what a fact is.

9. Hold on to the listener

Doesn't want them to get away, lose his audience before he gets to the punch line.

It will cause psychological damage to the Sanguine.

10. Emotional, demonstrative

Hands always going, jumping, moving around, head nodding. If you tie their hands, they would have to use their head to make all of the expressions, because they can't talk without movement.

11. Enthusiastic

They are cheerful bubbling over animated, expressive, good on stage. Sanguines are always on stage, even when they're not. They never have fun alone must talk to the dog or something.

12. Sincere at heart

They want to be a child. Because if you grow up, you have to get down to business get serious and do something. Sanguines avoid getting pulled together.

13. A Worker

There is not too much good to be said for Sanguines as workers. They volunteer a lot, but never intended to do it. They volunteer to get attention.

14. Creative

They are always thinking up new activities for others to do to make everything better.

15. Appearance to others

They are always in the year book as the ones most likely to succeed, but don't necessarily get very far even though it looks as if they're going to. People think that if a Sanguine gets pulled together, they will really amount to something great. That's true, but rarely do they ever get pulled together and amount to anything.

16. Affect others

They are great on inspiring other people to do things charming others into doing their work. If they are really good, they can convince others that it was their own idea.

17. Friendly

Sanguines make friends easily, love people, and thrive on compliments. If you want to get along with a sanguine, find something good to say about them every ten minutes. They have an enormous ego. If you say enough good things about them, you may get them to do some work; without encouragement and compliments, they won't do anything.

18. Exaggerations

Sanguines look at their exaggeration and elaboration of stories as being colorful, more interesting for the listener. They want to get people's attention, so make wild statements, such as: if one cat is sick on the block, the Sanguine may say that all the animals on the entire block are sick and dying.

19. Dwell on trivia

Sanguines don't know what a fact is. They can't make a simple statement; they tell too much trivia before getting to the facts, and by that time they have forgotten what it was they were going to say.

20. Emotional roller coasters

If they have a good day, they are thrilled; if it was bad, they are dramatically miserable. They bounce up and down—no middle for them. They get angry easily, bang and scream, throw tantrums if things don't go their way.

21. Appearance to others

They seem shallow and phony to others because they are out in front so much; they never seem to grow up.

22. As workers

Sanguine would rather talk than work; they forget obligation, don't know exactly what they are doing, and get mixed up if you try to force them to get too organized.

23. Undisciplined

Priorities are out of order—if there's work to be done, they do what comes fun first. If there's any time left over they will do the work part, but they hope the world comes to an end before they have to do the things they don't like to do.

24. Easily distracted

Short attention span, don't pay attention, so forget what they were going to do. If they go from the kitchen to the garage and get distracted by the dog, they forget what they went there for.

25. Waste time talking; hate to be alone

If a Sanguine decides to stay home and clean the house, after ten minutes they decide "This is too lonely, I will call up someone to come and watch me work." When they come, that isn't good either, so they both end up going out and giving up the whole idea.

26. Need attention constantly

Anywhere they are, they manage to be centerstage, draw attention to themselves, even if they have to pull it away from somebody. They want to be popular, and are always looking for credit.

27. Dominate conversation

Sanguines interrupt a lot. Choleric don't think they are being bossy. They think they are helping you. Sanguines don't think they are interrupting you. They think they are bailing you out from a dull conversation.

28. Adventurous

They like challenge. It makes love the thrill of risk and high risk activities.

29. Restless

They are notoriously disorganized. Most of activity is out of a need to busy, and their efforts will be impractical and disorganized.

30. Hook helpless

Sanguines have the ability to look helpless and others come to their rescue. Sanguines marry Melancholies who don't think they are "cute."

31. Apologetic

They are very sorry when they know they've said something to hurt anyone. They apologize very emphatically, are truly sorry, then forget it in two minutes and do it again.

2.2.1.2 Choleric

According to Dr. D. W. Ekstrand (2015 : 2), the Choleric is fundamentally ambitious and leader-like. The Choleric is the strongest of the extroverted temperaments. The choleric desire control, and are best at jobs that demand strong control and authority, and require quick decisions and instant attention. They are the most insensitive, and care little for the feelings of others.

They are goal oriented and have a wonderful focus as they work and good at math and engineering, are analytical, logical and pragmatic; and are masters at figuring things out. On the negative side, they are bossy, domineering, impatient, can't relax, quick tempered, easily angered, unsympathetic, enjoy arguments, too impetuous, and can dominate people of other temperaments, especially the phlegmatic types. The choleric does not have many friends (though he needs them), and it has a tendency to fall into deep sudden depression, and is much prone to mood swings.

2.2.2 Introvert

Introverts are people who get social interaction and gatherings draining and are best able to process information and think creatively in a private setting.

2.2.2.1 Melancholic

According to Dr. D. W. Ekstrand (2015 : 5) , the Melancholic is fundamentally introverted and thoughtful. Melancholies are referred to as "*the thinker*". The analytical personality's desire caution and restraint, best at attending to details and in

analyzing problems too difficult for others. The melancholic is creative in activities such as art, literature, music, healthcare and ministry, and can become preoccupied with the tragedy and cruelty in the world. They are serious, purposeful, analytical, musical, artistic, talented, creative, self-sacrificing, conscientious, idealistic, philosophical, and are genius prone. Melancholies are also victims of deep bouts of depression that come from great dissatisfaction, disappointment, hurtful words or events. They care for the people, they make great doctors, nurses, social workers, ministers, and teachers.

2.2.2.2 Phlegmatic

According to Dr. D. W. Ekstrand (2015 : 4) , the Phlegmatic is fundamentally relaxed and quiet, ranging from warmly attentive to lazily sluggish. They are best in positions of unity and mediation, solid in positions that desire steadiness, very peaceful, patient and adaptable, reluctant, indecisive and a worrier. Moreover, they are accepting, affectionate, frequently shy, and often prefer stability to uncertainty and change. They want to know other people's deepest feelings and strive to build intimate attachments with just about everyone in their lives. They are interested in cooperation and interpersonal harmony, and this is why they preserve their family ties and friendships. On the negative side, they are often selfish, self-righteous, judge others easily, resist change, stay uninvolved, dampen enthusiasm, and can be passive-aggressive. In large part, the Phlegmatic is deemed to be a neutral temperament.