

The Ladder of Success / Failure

Imagine two ladders reaching from a sea of mud to the splendour of heaven. Each has four people climbing it. Which one are you?

| Success | Failure |
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| <p><i>Choleric</i> An optimistic, self-contained person climbing steadily, encouraging the other three, assuring them there is nothing to fear and that the view is wonderful.</p> | <p>A narrow visioned climber intent on reaching the top first, by any means, causing the other three to feel inferior.</p> |
| <p><i>Sanguine</i> An excited, erratic, climber but whose enthusiasm causes merriment and an encouraging atmosphere.</p> | <p>A noisy bossy climber drawing attention to their attainment as they attempt to overtake the Choleric and keep the other two in their places.</p> |
| <p><i>Phlegmatic</i> A practical steady climber using gentle humour and assurance to encourage the other three.</p> | <p>A stubborn, small-minded climber using a non-communicative front or cryptic humour to isolate themselves from involvement with the other three.</p> |
| <p><i>Melancholic</i> A rather apprehensive climber needing much encouragement but sensitively spurring the others on.</p> | <p>A critical, self-absorbed climber whose continual self-deprecation irritates the other three.</p> |