

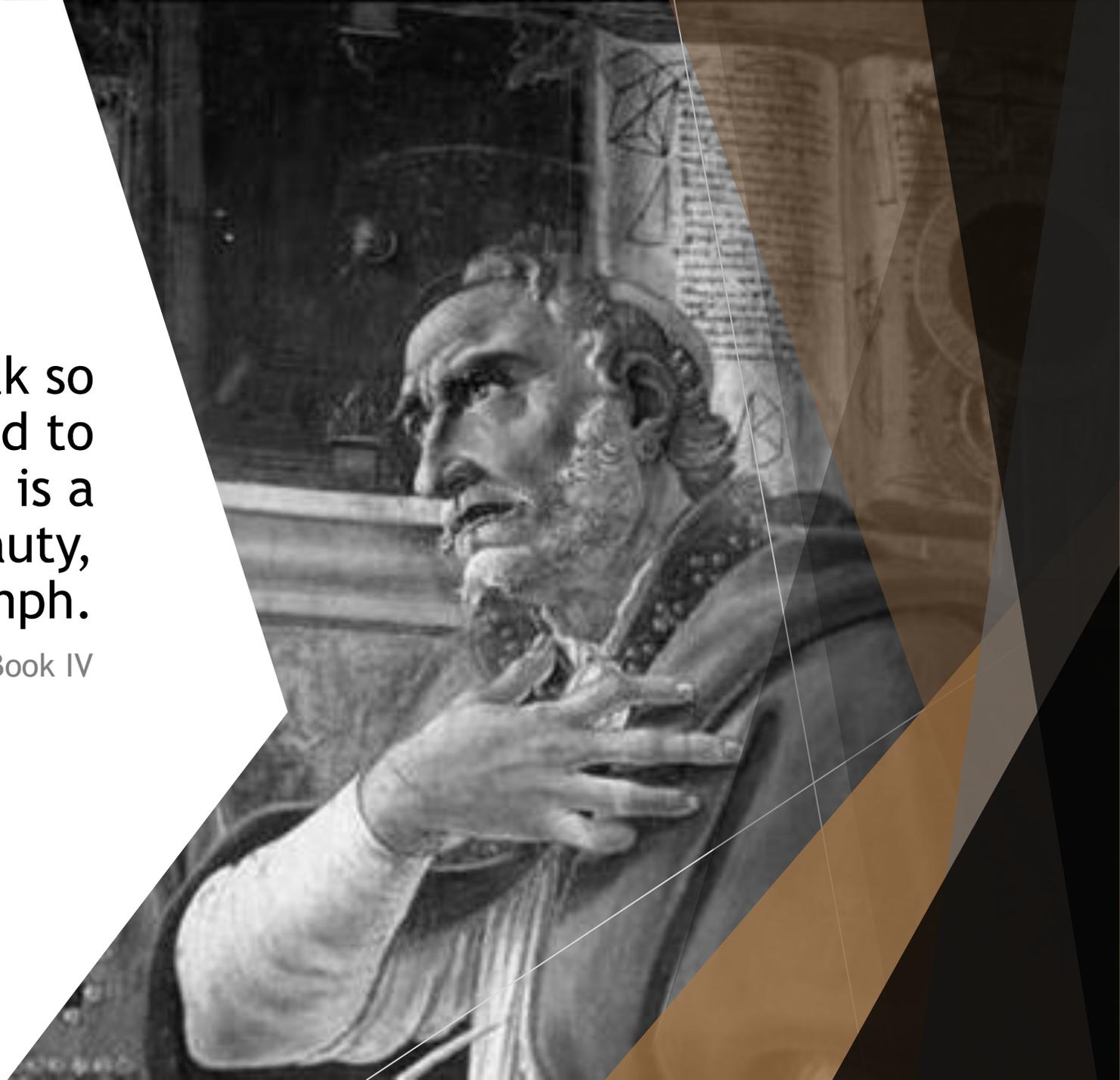
Clarity in Communication

Truth in Love Apologetics Conference

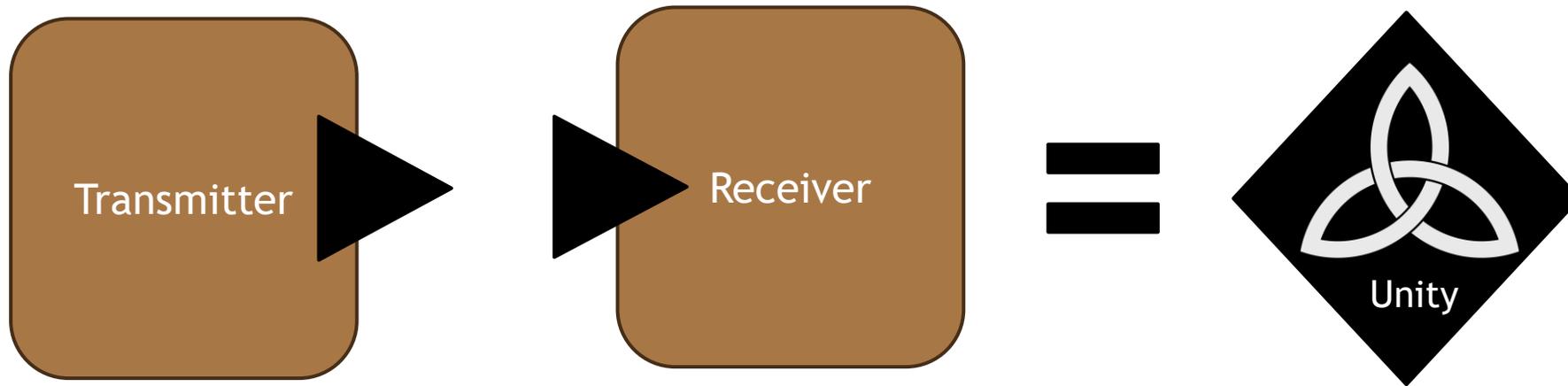
Congerville, IL - 2025

An eloquent man must speak so
as to teach, to delight, and to
persuade. To teach is a
necessity, to delight is a beauty,
to persuade is a triumph.

Augustine of Hippo, on Christian Doctrine, Book IV



Communication Fundamentals



Communication is the attempt to convey a concept and arrive at unity of thought.

Why this
matters...

Communication Effectiveness.

Let no corrupt communication proceed out of your mouth, but that which is good to the use of edifying, that it may minister grace unto the hearers. Eph. 4.29

The Four Humors

Humor	Element	Qualities	Associated Temperament	Traits (in excess)
Blood	Air	Warm & moist	Sanguine	Cheerful, lively, sociable, optimistic
Yellow bile	Fire	Warm & dry	Choleric	Ambitious, bold, irritable, driven
Black bile	Earth	Cold & dry	Melancholic	Thoughtful, analytical, prone to sadness
Phlegm	Water	Cold & moist	Phlegmatic	Calm, patient, sluggish, easy-going



Hippocrates (c. 460-370 BC)
Aristotle (384-322 BC)
Galen (c. 129-216 AD)

Human Temperaments

I will praise thee, for I am fearfully and wonderfully made: marvelous are they works; that my soul knoweth right well. -Psalm 139:14

Sanguine

Choleric

Phlegmatic

Melancholic



balance



ordo amoris

Temperament vs. Personality

Temperament: The innate, God-given foundation of how we naturally think, feel, and react - our built-in emotional and behavioral disposition.

Personality: The outward expression of ourselves shaped by upbringing, experiences, beliefs, and choices - how our temperament interacts with environment and character

“I said this, you heard that”

How your wiring colors your communication.

Temperaments are the God given wiring that determines how you're inclined to think, feel and communicate, not your identity, but your instinctive mode of relating.

Kathleen Edelman

<https://www.isaidyouheard.study/>



ACKNOWLEDGEMENT

The Four Temperaments

Sanguine

Choleric

Phlegmatic

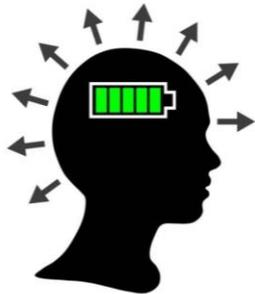
Melancholics

The language of
People & Fun

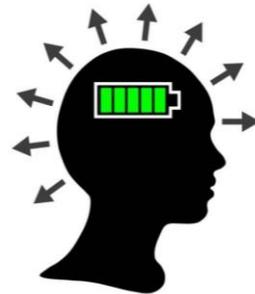
The language of
Power & Control

The language of
Calm & Harmony

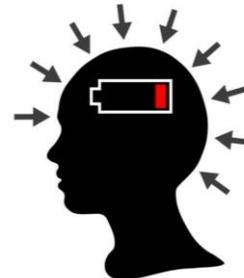
The language of
Perfection & Order



EXTROVERT



EXTROVERT



INTROVERT



INTROVERT



Task-oriented people are inclined toward accomplishing things.

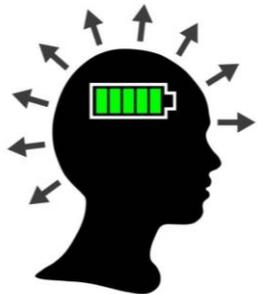
People-oriented people are inclined toward fostering relationships.

Sanguine

A merry heart maketh a cheerful countenance: but sorrow of the heart the spirit is broken. Proverbs 15:13

Yellow

The language of
People & Fun



EXTROVERT



Uniquely wired to see the best in people and circumstances.

Loud Strengths

Magnetic, inspiring,
encouraging.

Great storytellers who bring
joy, laughter, and optimism
to everything they do.

Loud Weakness

Can elaborate and
exaggerate, speak too
loudly, and interrupt others.

Have a tendency to be
forgetful and naïve.

Need..

Which sounds or looks like..

Approval

Being liked for who they are, without needing to change.

Acceptance

Being invited and included.

Attention

Having your full focus, especially eye contact.

Affection

Being noticed or acknowledged

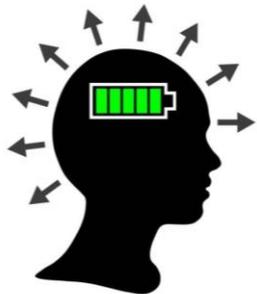
Manipulate with Charm & Flattery.

Choleric

The thoughts of the diligent tend only to plenteousness; but of everyone that is hasty only to want. Proverbs 21:5

Red

The language of
Power & Control



EXTROVERT



Uniquely wired to be visionaries who can see and achieve goals.

Loud Strengths

Responsible, decisive, and good at delegating

Dynamic leaders who excel at managing tasks and projects

Loud Weakness

Can argue, dominate, and use a harsh tone

Have a tendency to be bossy, impatient, and intolerant

Need..

Which sounds or looks like..

Loyalty

Being prioritized, knowing you had their back

Sense of Control

Everyone pulling their weight, following the plan

Appreciation

Being valued for their unique strengths

Credit for Work

Being Valued for their contributions

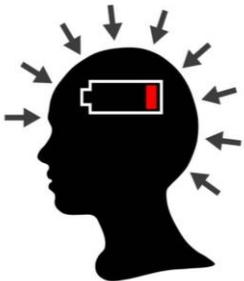
Manipulate with Tone & Volume

Phlegmatic

He that is slow to anger is better than the mighty; and he that ruleth this spirit than he that taketh a city. Proverbs 16:32

Green

The language of
Calm & Harmony



INTROVERT



Uniquely wired to stay calm and kind in the midst of chaos.

Loud Strengths

Easygoing, steady, calm,
and patient.

Loyal friends and good
listeners who excel at
leading people.

Loud Weakness

Can respond to stress by
being slow and stubborn.

Have a tendency to avoid
conflict, disengage, or be
too compromising.

Need..

Which sounds or looks like..

Harmony

Everyone getting along or everything going smoothly

Feeling of Worth

Being valued for their unique strengths

Lack of Stress

An absence of conflict and combative words

Respect

Being asked for their thoughts or opinions

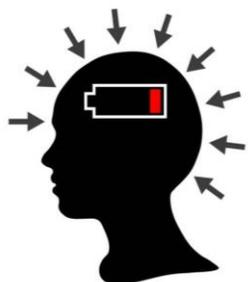
Manipulate with Procrastination & Stubbornness

Melancholic

The wisdom of the prudent is to understand his way: but the folly of fools is deceit. Proverbs 14:8

Blue

The language of
Perfection & Order



INTROVERT



Uniquely wired to anticipate obstacles and creatively problem-solve.

Loud Strengths	Loud Weakness
Both analytical and creative	Can remember the negatives, fear failure, and have low self-esteem.
Perfectionists who are detailed, orderly, compassionate, and often artistic and/or musical	Have a tendency to be judgmental and critical

Need..	Which sounds or looks like..
Safety	Being able to trust their surroundings and relationships
Sensitivity	Being understood
Support	Being offered or provided help
Space & Silence	Having time to decompress, process, or think

Manipulate with Moods & Silence

The Four Temperaments

Sanguine

Choleric

Phlegmatic

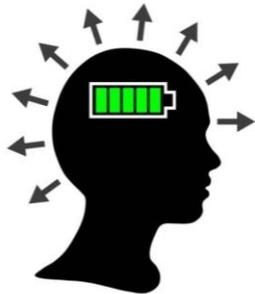
Melancholics

The language of
People & Fun

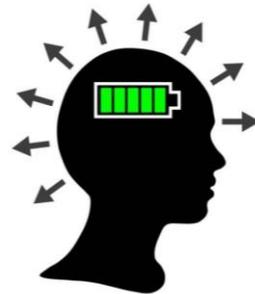
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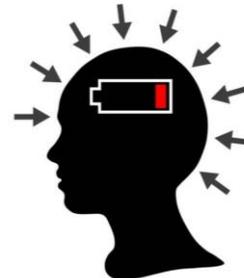
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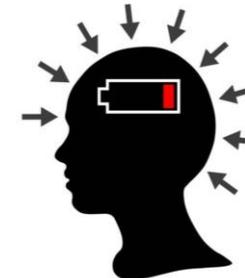
EXTROVERT



EXTROVERT



INTROVERT



INTROVERT



Task-oriented people are inclined toward accomplishing things.

People-oriented people are inclined toward fostering relationships.

Red to a Green

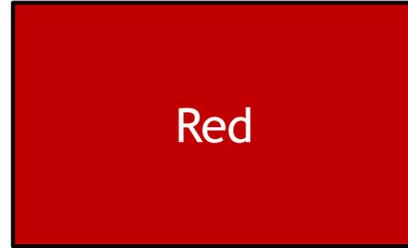
He that hath knowledge spareth his words: and a man of understanding is of an excellent spirit. Proverbs 17:27

Do's:

- ✓ Ask questions
- ✓ Moderate tone & volume
- ✓ Support without giving unsolicited advice
- ✓ Help them (share their load)
- ✓ Connect with people, not just check-off the task.
- ✓ Motivate their way, not yours

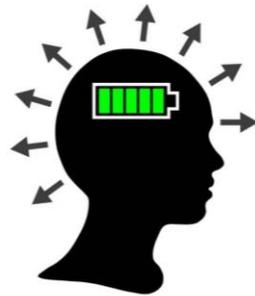
Don'ts:

- Be too intense
- Focus on accomplishing something
- Ask for an immediate response.
- "solve their problem" by making commands.
- Dismiss emotions

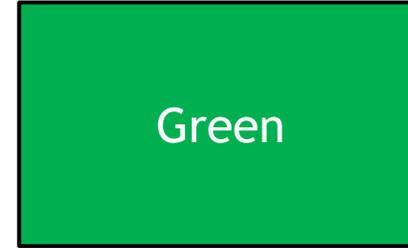
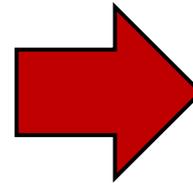


Red

The language of
Power & Control

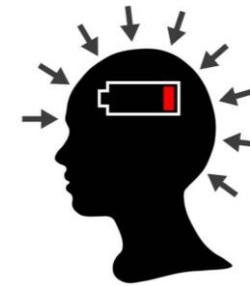


EXTROVERT



Green

The language of
Calm & Harmony



INTROVERT



Yellow to a Blue

A word fitly spoken is like apples of gold in pictures of silver. Proverbs 25:11

Do's:

- ✓ Moderate tone & volume
- ✓ Be precise
- ✓ Keep an eye on the time
- ✓ Be empathetic more than optimistic
- ✓ Give them time to process.
- ✓ Do something (don't just talk)

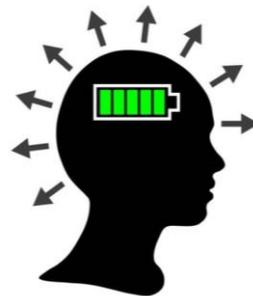
Don'ts:

- Be too cheerful or exuberant
- Interrupt
- Look bored
- Over-share
- Call them out or make the story about them
- Mis-interpret what fun looks like to them

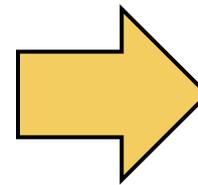


Yellow

The language of
People & Fun



EXTROVERT



Blue

The language of
Perfection & Order



INTROVERT



Blue to a Red

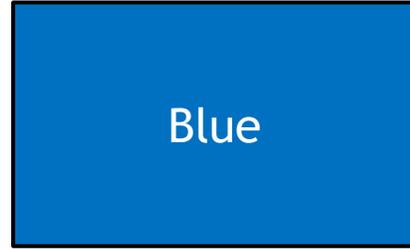
The wise in heart shall be called prudent: and the sweetness of the lips increaseth learning. Proverbs 16:21

Do's:

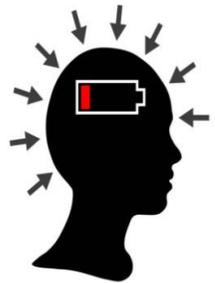
- ✓ Give them space and freedom to make their own decisions
- ✓ Be succinct (get to the point)
- ✓ Focus and indicate loyalty
- ✓ Have a plan

Don'ts:

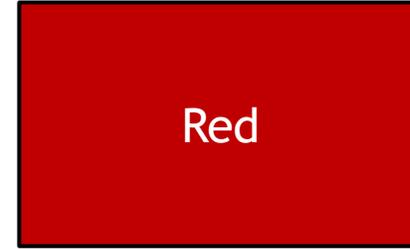
- Don't take it personal
- Focus on the negative
- Go long on the details
- Over-correct or repeat yourself often



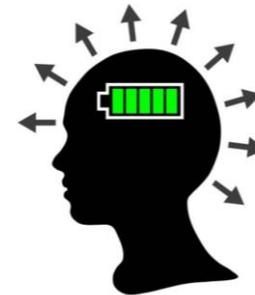
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Perfection & Order



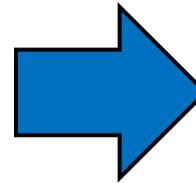
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Power & Control



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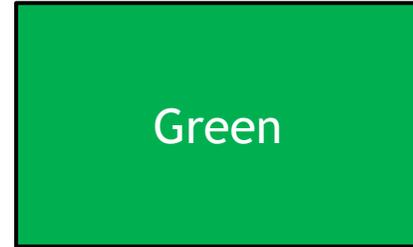


Green to a Yellow

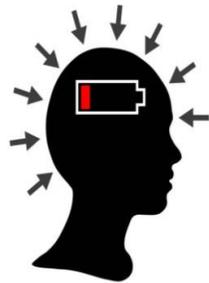
A man hath joy by the answer of his mouth: and a word spoken in due season, how good is it! Proverbs 15:23

Do's:

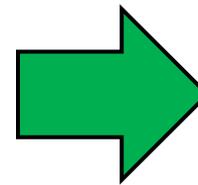
- ✓ Match their emotion
- ✓ Find joy in their energy
- ✓ Affirm them
- ✓ Bring them into the group
- ✓ Focus on the joy and action



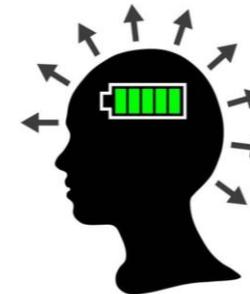
The language of
Calm & Harmony



INTROVERT



The language of
People & Fun



EXTROVERT



Don'ts:

- Look overwhelmed
- Dismiss their zeal
- Dwell on the past
- Focus on bad news
- Be critical
- Focus on rules/order

In conclusion

Let no corrupt communication proceed out of your mouth, but that which is good to the use of edifying, that it may minister grace unto the hearers.

Ephesians 4.29

**Effectiveness
matters**

**Know your
temperament**

**Know your
audience**

Sanguine

Choleric

Phlegmatic

Melancholics

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