

## 2009

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### Patricia Siegel

*Motivation and Temperament*

It can be  
made that  
all you've  
the start.

### Carole Boutry

*Special Handwriting Analysis*

tomorrow. Mondana is sleeping and  
Cinah is bringing more wood for the  
fire. There is a big log in the back.  
What do you want to do with this



# 2009 CONFERENCE PRESENTATION

October 24

**Patricia  
Siegel**

Motivation  
and  
Temperament

**Patricia Siegel** is an executive coach, handwriting analyst and forensic document examiner. She has experience using a variety of personality assessment tools. She is currently President of The American Society of Professional Graphologists and was a Faculty Member at The New School for Social Research teaching accredited psychology of handwriting courses. Pat has an M.A. in Industrial and Organizational Psychology from New York University, a B.S. from Cornell University, as well as professional coaching and forensic document examination certifications.

This presentation connects the process of handwriting analysis with David Keirse's Temperament Theory to give an understanding of the core motivations of the writer.

## **Temperament Theory for Graphologists**

Handwriting is expressive behavior and a unique reflection of the writer. The beauty of handwriting analysis relative to other forms of assessment is that it gives an individualized insight into the personality of the writer. Discerning temperament through handwriting helps bring the writer's personality into better focus. Instead of obscuring the individualistic qualities of a person in handwriting, it can help the analyst discover what motivates the writer to relate to the world in his or her own way.

Too often graphologists key in on periphery behaviors implied by isolated graphic signs to define personality from the outside-in, so to speak, to observe and then infer specific qualities that may, or may not, go to the heart of what makes the person tick. And there is face validity to this outside-in way of analyzing handwriting, as a small gesture is symbolic of other behavior. Looking holistically for core values and motivations in handwriting, however, helps to put the small gestures into context and allows the graphologist to assess the writer from inside-out.

Knowledge of Temperament Theory can supplement the application of traditional graphology, overlaying it with what we learn about motivation from Movement, Form, Space and Stroke concepts, Mythological types, the Personality Assessment System, and for me, in recent years, the Enneagram. Putting quantitative and qualitative graphic features in psychological categories, such as when using the Anthony-Roman Psychogram, also gives a broad perspective to connect handwriting with personality. There are other systems as well. Each provides different vantage points from which to interpret the mindset of the writer.

The complexity of personality as expressed in handwriting is so diverse, often fraught with confusing contradictions, that it can be difficult to integrate the elements we see. By focusing on core motivations, using an understanding of Temperament Theory, typologies or other psychological constructs, we can get to the heart of an individual to see his or her behaviors, needs and ambitions.

The objective here is to give enough information about Temperament Theory, also suggesting graphic guidelines, to enable graphologists to use this theory when analyzing handwriting. It adds another perspective to provide a richer understanding.

  
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**Patricia Siegel**  
Continued

**Explaining Keirsey’s Temperament Theory**

David Keirsey bases his theory on Myers Briggs which, in turn, is derived from Jung’s personality functions. There are four Keirsey Temperaments: The Guardians, the Artisans, the Idealists, and the Rationals. Each of the Keirsey temperaments relate to Myers Briggs functions.

The following description of the temperaments is taken from *Introduction to Temperament*, written by Linda Berens and Sue Cooper.

Four forms of Self-Actualization and Self-Esteem

- NF – Intuition Feeling, The Idealist: values Self-Realization and Integrity (Authenticity)
- NT – Intuition Thinking, The Rational: values Knowledge and Competence
- SJ – Sensing Judgement, The Guardian: values Responsibility and Stability
- SP – Sensing Perception, The Artisan: values Variation and Impact

**The Idealist (NF)** Characteristics: Needs to be authentic, seeks recognition, nurturing, placates, promotes growth, strengths are promoting/training, leads by giving praise, emphasizes anything valued or believed in, evaluates quality of interaction, relationship centered, expressive, personal, stressed by insincerity, betrayal, dissociates when stressed.

**The Rational (NT)** Characteristics: Needs to be competent, seeks power, competitive, super reasonable, promotes efficiency, strengths are designing/planning, leads by developing strategies, emphasizes anything conceptual, evaluates results, innovative, intellectual, stressed by powerlessness, incompetence, obsesses when stressed.

**The Guardian (SJ)** Characteristics: Needs to belong, seeks service, nurturing, blames others, promotes structure, strengths are administrating/serving, leads by giving cautions, emphasizes anything practical, looks at time on a task, organized, secure, stressed by abandonment or insubordination, complains when stressed.

**The Artisan (SP)** Characteristics: Needs freedom, seeks to have an impact, competitive, others are irrelevant, promotes opportunity, strengths are producing/performing, leads by taking over, emphasizes promotion, evaluates active involvement, stimulating, likes variety, stressed by restraint, retaliates when stressed.

Idealists and Rationals are abstract in their attitudes, whereas Guardians and Artisans are concrete. The Idealist and Guardian are affiliators. They cooperate and focus on moral and social values, whereas the Rationals and Artisans are pragmatists who focus on autonomy and the use of power for the sake of expediency.

	Abstract Attitude	Concrete Attitude
Affiliators	Idealist NF	Guardian SJ
Pragmatists	Rational NT	Artisan SP

**Patricia Siegel**  
*Continued*

**Handwriting and Temperament**

The chart below is a graphic guide to discovering temperament and motivation in handwriting. Within each of these four temperaments, there are two introverted and two extroverted types. Therefore, this chart can be used as a starting point but does not determine temperament without evaluating the expressive entirety of the writing.

Analyzing handwriting is a holistic process, one in which motivations, needs and resulting behavior are present in a dynamic complexity that is often difficult to sift out, particularly when an individual is put in different environments. Writing is a snapshot of a moment in time that can change with our moods and personal development. The variety of handwriting traits is multifaceted, and it is easy for the handwriting analyst to become sidetracked by the minutia and miss the writer’s essence. This chart is not a comprehensive list of features relevant to temperament. It is meant only to assist in observation. Not all of these characteristics may be evident in the handwriting of any particular individual’s temperament. Interpretation depends on many inter-related characteristics.

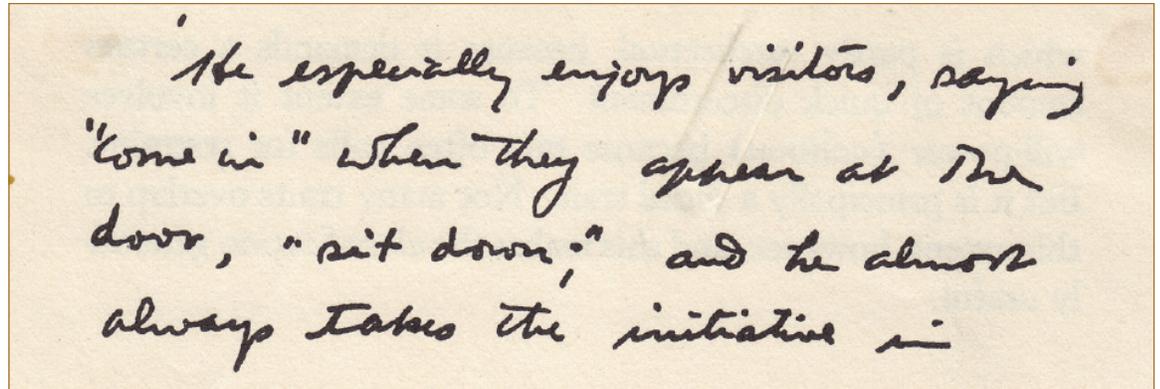
<b>Guide to Handwriting Characteristics Related to Temperament Theory</b>	
<p style="text-align: center;"><b>Idealist NF</b></p> <ul style="list-style-type: none"> <li>• More curves than angles overall with garlands prevalent</li> <li>• If thread, then rounded or wavy</li> <li>• Moderate to fast speed</li> <li>• Light to moderate pen pressure</li> <li>• Easy and innovative connections</li> <li>• Middle zone size tends to be medium to large</li> <li>• Often extended terminals</li> <li>• Pictorial</li> </ul>	<p style="text-align: center;"><b>Guardian SJ</b></p> <ul style="list-style-type: none"> <li>• Conventional school copy letter forms, arcades often prominent</li> <li>• Even, moderate to heavy pen pressure, pastose</li> <li>• Conventional margins</li> <li>• Slow to moderate speed</li> <li>• Disciplined, regular</li> <li>• Moderate to large letter size</li> <li>• Tendency for letters to be connected and carefully written</li> </ul>
<p style="text-align: center;"><b>Rational NT</b></p> <ul style="list-style-type: none"> <li>• Frequently angular</li> <li>• If thready, more angles than curves</li> <li>• Simplified letter forms and letter combinations, individualized</li> <li>• Spontaneously but well organized with sufficient “thinking space”</li> <li>• Middle zone tends to be small to moderate in size</li> <li>• Light to moderate pen pressure</li> <li>• Linear printing common</li> <li>• Thin stroke</li> </ul>	<p style="text-align: center;"><b>Artisan SP</b></p> <ul style="list-style-type: none"> <li>• Often less disciplined, less regular</li> <li>• Spontaneous</li> <li>• Moderate to heavy pen pressure</li> <li>• Moderate to fast speed, often uneven</li> <li>• Flexible to irregular in form, space &amp; movement, letter size inconsistent</li> <li>• Individualistic letters, sharp endings</li> <li>• Pen pressure heavy to erratic</li> <li>• “Emotional” components in movement, tendency toward right slant</li> <li>• Often emphasized lower zones</li> </ul>

**Patricia Siegel**

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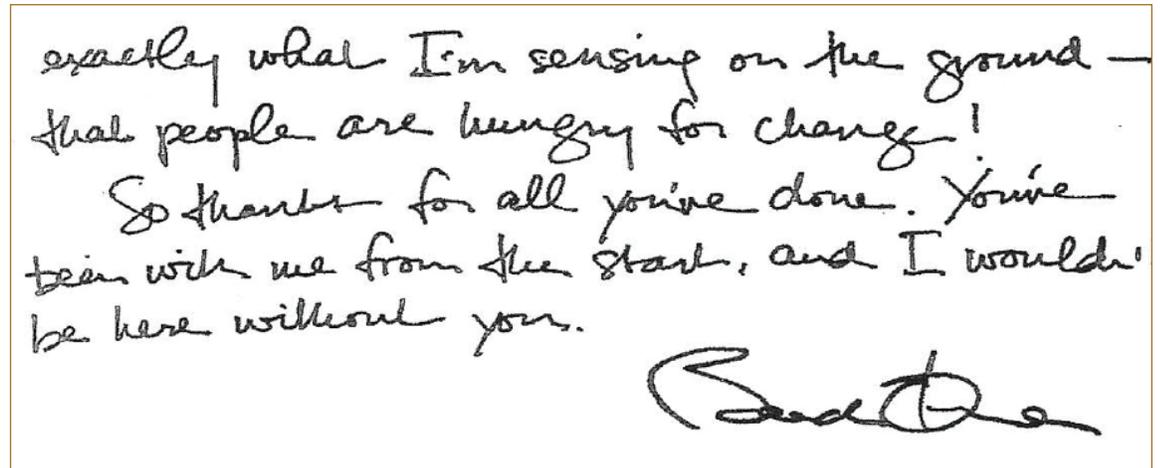
**Examples of Handwritings for Each of the Four Temperaments**

**The Idealist NF**



**Gordon Allport, pioneered personality psychology**

Predominance of curves, easy and relaxed connections between letters. Writing is simplified and flexible, high form level. Aerated with pastose stroke and balanced spacing, expressing warmth but with distance. A listener. Interpersonally soft and understanding.



**Barack Obama, President of the United States**

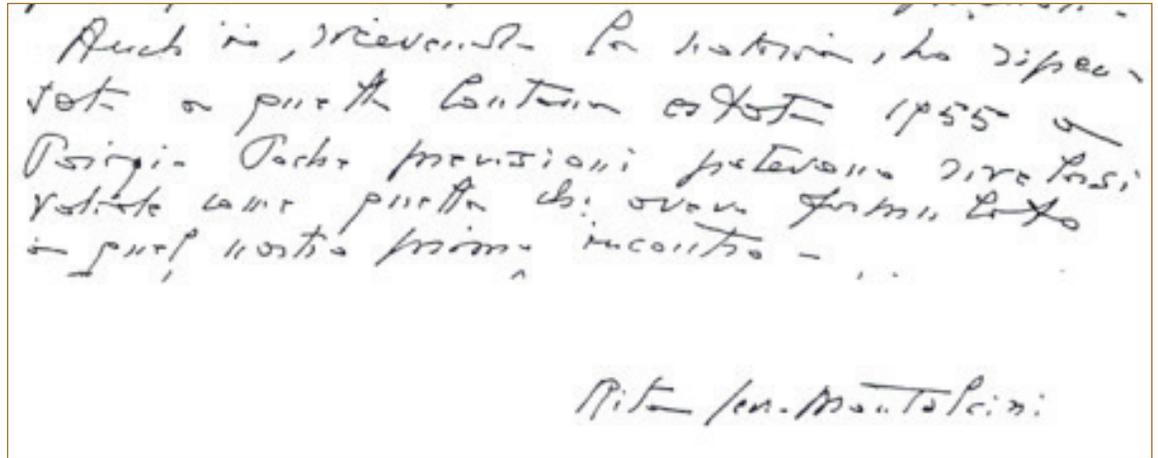
Predominantly garland letter forms with some angles, aesthetic, controlled movement, measured rather than rushed, nourished stroke quality, even distribution of space and straight but not rigid alignment. Bloated capitals in signature reflect his ambition and pride.

**Patricia Siegel**

Continued

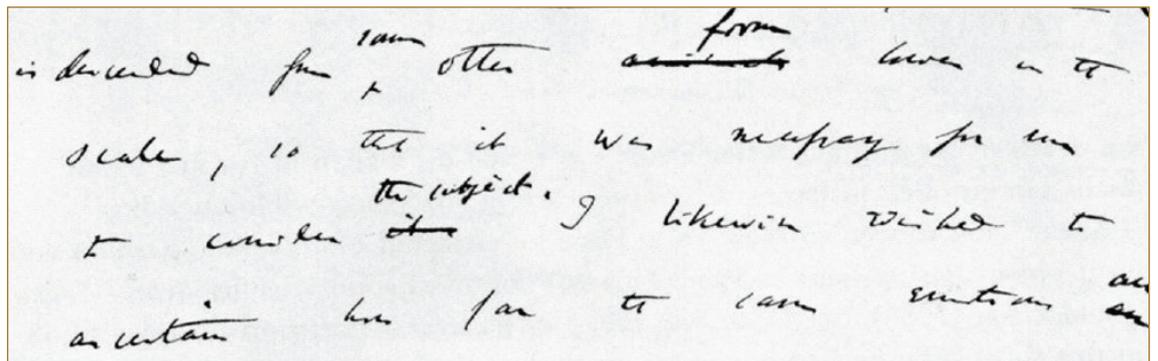
**Examples of Handwritings for Each of the Four Temperaments**

**The Rational NT**



**Rita Levi-Montalcini, Italian, received Nobel Prize in Physiology for discovery of growth factor**

Individualized, simplified, linear letter forms, segmented, isolated movement and staccato appearance, lacking flow. Mostly arcades with no ornamentation, emphasized "t" bars and long terminal strokes, many letters with no visible upstrokes. A technical, analytical, no nonsense mindset.



**Charles Darwin, developed the theory of evolution**

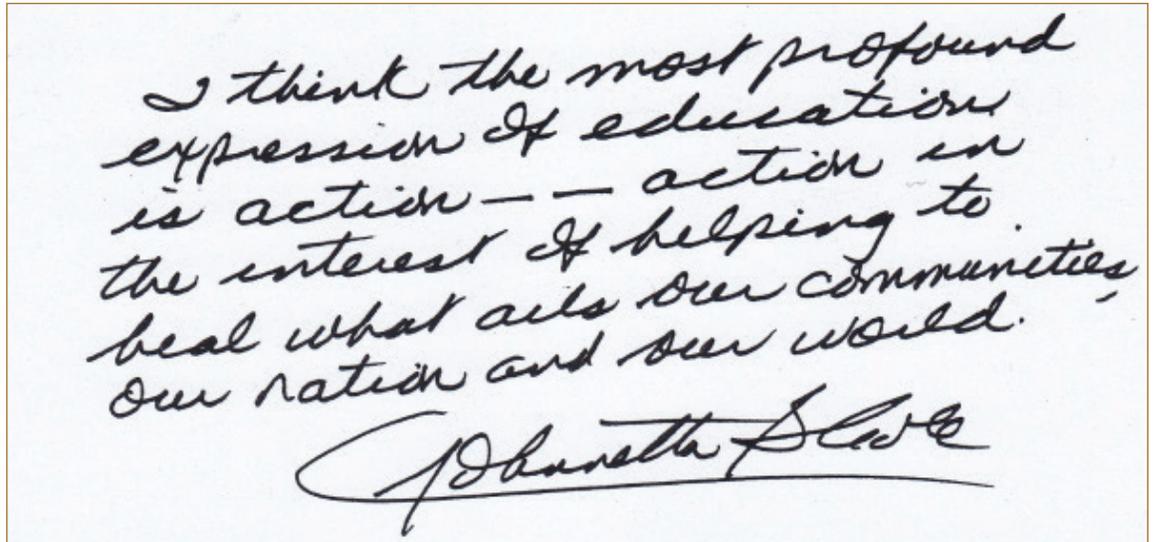
Small, simplified, connected writing with wide spacing between letters and especially between words. Horizontal thrust with strong, impulsive movement reflecting his drive. Fast thread writing with more angles than curves, long emphasized "t" bars in upper zone with horizontal thrust. An intellectual orientation.

**Patricia  
Siegel**

Continued

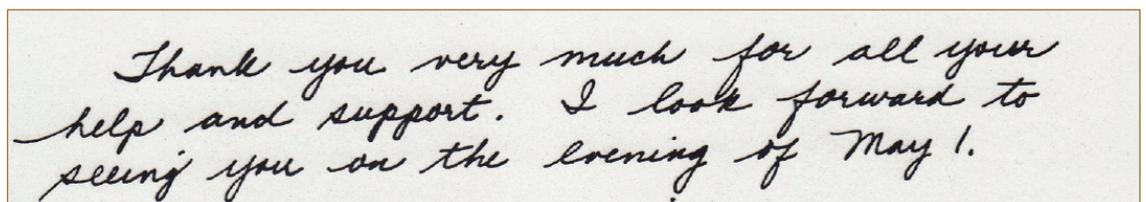
**Examples of Handwritings for Each of the Four Temperaments**

**The Guardian SJ**



**Johnnetta Cole, first woman president of Spellman college**

An energetic writing. Tension in stroke, some retrace in middle zone with release in strong, acute right slant and expressive upward alignment. She diligently, enthusiastically strives to achieve. Her signature, with underlining paragraph and long "t" bar, implies her expectation to be appreciated for her hard work. Conventional writing with a heavy imprint, letters connected in a persistent manner, not letting up from the page.



**Elementary school music teacher, female**

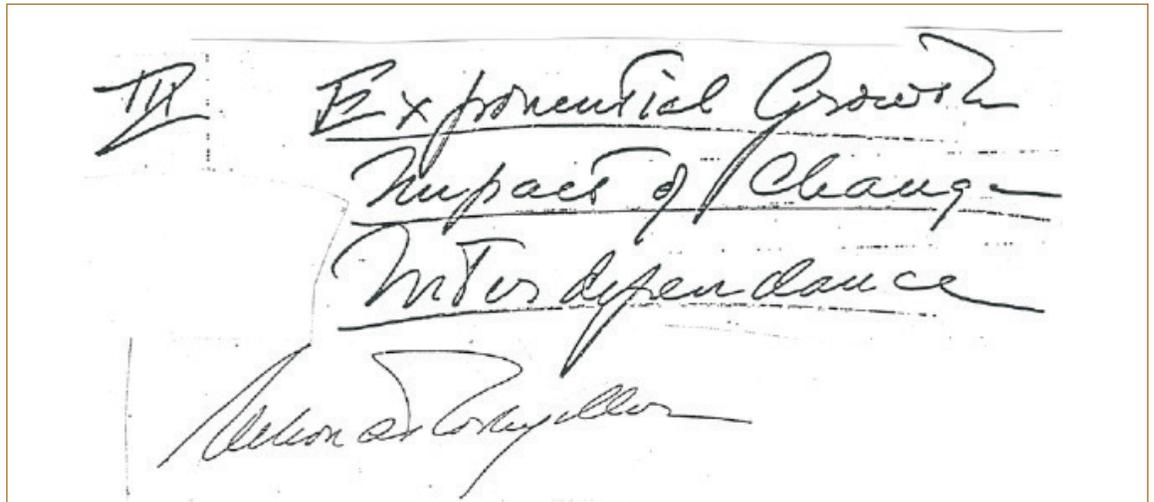
Maintains correct school copy, follows the rules, a restrained writing, socially appropriate, precise, tries to do things correctly. Spaces between words are wide relative to letter spacing, reflecting reserve and careful attention to detail. Maintains letter connections even in long words. Perseveres, diligent, values discipline over spontaneity.

**Patricia Siegel**

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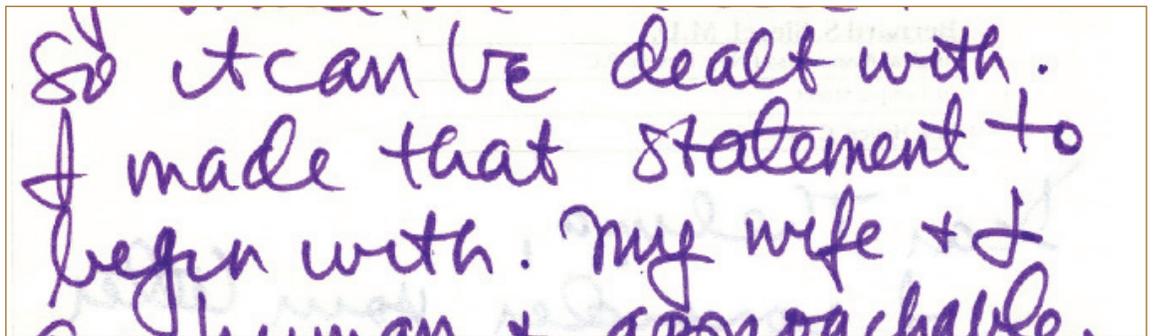
**Examples of Handwritings for Each of the Four Temperaments**

**The Artisan SP**



**Nelson Rockefeller, Governor of New York**

Expressive, fast, spontaneous writing, individualized. A free spirit, he does what he pleases. Assumes authority, takes control, ambitious. Strong drive, active and impatient to make an impact. Expansive, right-slanted writing, emphasized lower zones with upper zone elaborations and long terminal strokes, he spatially dominates his environment.



**Bernie Siegel, doctor and author about healing through personal empowerment**

Uses thick nib pen, has strong projection on page. Spontaneous with crowded spacing lacking margins, taking charge of the environment. Large, rounded, full loops, emphasis on middle and lower zones, dynamic movement. Requires recognition, having an impact is important. ■

**References**

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# 2009 SPECIAL HANDWRITING ANALYSIS

## Carole Boutry

"F," a 45-year old female

**Carole Boutry** is a French educated graphologist with a degree from the Societe Francaise de Graphologie. She joined ASPG in 2002 when she moved to the US and has since been an active member of the Society ever since. She currently serves as ASPG Treasurer. Carole used graphology extensively as a consultant in recruitment for several years in France. Although she is not practicing currently, she keeps a deep interest in graphology and related subjects.

### **Analysis of "F"** (Handwriting on page 11)

Intellectually, F. is precise and rigorous in her tasks. She pays attention to details and will double-check everything to make sure she provides accurate information. F. is a perfectionist. She thinks and analyzes a situation to solve problems; therefore, doesn't rely much on her intuition. She likes to be in control. She is careful in what she says and is reserved if she doesn't know the answers. She has a good sense of observation, learns from what she sees, and is eager for knowledge. She is pragmatic and logical.

Professionally, F. is concrete and deals well in a situation she knows. The unexpected can be a source of worry, as she needs a little time to adjust and become familiar with new situations. F. is serious; she takes pride in providing work well done and is sensitive to positive comments. She wants to be recognized for the quality of her work and the effort she puts in to get results. F. is a hard worker, active, and doesn't give up easily. Her energy is focused on realizing her objectives. She concentrates on and is efficient in what she is doing.

Socially, F. wants to be recognized and accepted. She has high ideals and wants to fulfill her aspirations creatively. She is self-conscious about how people see her and wants to project a good image of herself. She is looking for relationships that can boost her social acceptance. She is proud, can be demanding, and has high expectations from others. She shows confidence and strength on the outside, as well as self-control, but she is anxious inside, has doubts and sometimes, moments of discouragement. She tries to control her sensibility and not show much of her feelings, but under the façade, she is sensitive to criticism. On the other hand, her insecurities push her to realize new projects and to reach her aspirations; this motivates her. She needs love and recognition from others to feel secure. She likes things well done and has a sense of quality and aesthetics. Overall, she has conventional tastes and values, although she strives to be special. She is discreet and can be trusted.

The broken verticals and flattened middle zones reflect difficulties F. has experienced which have weakened her emotional resilience. F. was born in Iran and lived there until she was fourteen. She has been living in the U.S. for the past thirty years but has always been under the authority of her father and two different husbands, all Iranians. Although she has had an Americanized life, she says that she has always been "pushed down" in her ideas, thoughts and personal affirmation by these strong male figures raised in a different culture. This had a strong impact on her, especially since she is well educated and independent.

### **Carole Boutry**

*Continued*

F. came up with this information when she was told there were signs in her handwriting that she was being weighed down by something. This probably explains a weaker self-confidence reflected by the broken back verticals and flattened middle zones.

F. was very interested in this interpretation but did not give too many details about her feelings. Her reserve about her personal feelings and her discretion about discussing her life also comes through in the handwriting pretty well.

- The handwriting is large; pressure is irregular, moderate to strong with some spasms; layout is compact, well organized, clear and readable, controlled.
- Emphasis is on constructed form over movement; stroke is precise; speed is slow due to uneasy flow of the graphics; moderate degree of harmony; signature is compatible with, though larger than text; movement is constrained and moderately left-slanted.
- Two significant signs in this handwriting are curved, broken back verticals and flattened middle zone letters. "a"s and "o"s are inflated, but middle zone letters "q," "g," "p," and "b" are flattened.
- Connections are angled, with rounded angles and angular arcades; some letters are super elevated.
- Left margin is straight with a wider right margin; some lines are tangled but message is clear; letter connections are both disconnected and grouped.



**Carole  
Boutry**

Continued

Tonight I cooked a meal. I have plenty  
left over and should invite Ted over  
tomorrow. Mondana is sleeping and  
Cinah is bringing more wood for the  
fire. There is a big log in the back.  
What do you want to do with this  
one. I know. Forget it.

