ABSTRAK


Key Words: English Speaking Skill, Sanguine Personality, and Phlegmatic Personality

A. Introduction

English as a compulsory subject to learn in formal school in Indonesia was concentrated on the four skills: listening, speaking, reading, and writing. Beside that, one of the four skills which play a significant role in mastering English is speaking. As a skill, speaking is the most used skill by people rather than the three other skills. According to Richards, “Learners consequently often evaluate their success in language learning as well as the effectiveness of their English course on the basis of how well they feel they have improved in their spoken proficiency.”

From the statement, the writer would say that most language learners study English in order to develop proficiency in speaking. Besides, many language learners regard speaking ability as the measure of knowing a language. These learners define fluency as the ability to converse with others, much more than the ability to read, write, or comprehend oral language. They regard speaking as the most important skill they can acquire, and they assess their progress in terms of their accomplishments in spoken communication. If we consider the reaction of various persons to the same experience, we will find that it is different degrees of excitability, is what we call "temperament."
According to Socrates, one of the most renowned of the Greek sages, there are four temperaments: the sanguine, the choleric, the melancholic, and the phlegmatic.

The first two are also called extroverts which have active trait, and the last two are introverts which have passive trait. The active trait and the passive trait affect an individual willingness to speak, of course the extrovert students are more talkative than the introvert students which rather like to keep silent. As English teacher, we are required to understand students through their personality. And in this case, the discussion merely narrowed to the sanguine and the phlegmatic.

Based on the theory, the sanguine students including their traits generally have a potency to be better in speaking ability than the phlegmatic students with their special traits. To test the theory, the students with the sanguine and the phlegmatic personality will be compared by their English speaking score which describe their competence in speaking.

A. Conceptual Framework

1. Speaking Skill

Speaking is significant to an individual’s living processes and experiences as are the ability of seeing and walking. Speaking is also the most natural way to communicate. Without speaking, people must remain in almost total isolation from any kind of society. For most people, the ability to speak a language is the same with knowing a language since the speech is the most basic means of human communication. Speaking is significant to an individual’s living processes and experiences as are the ability of seeing and walking. Speaking is also the most natural way to communicate. Without speaking, people must remain in almost total isolation from any kind of society. For most people, the ability to speak a language is the same with knowing a language since the speech is the most basic means of human communication.

According to Noah Webster, speaking has a variety of meanings:
- a) To tell, to say, to make known or as by speaking, to declare; to announce
- b) To proclaim; to celebrate
- c) To use or be able to use (a given language) in speaking
- d) To address

Meanwhile, Henry G. Tarigan defines that, “…speaking is a skill of conveying words or sounds of articulation to express or to deliver ideas, opinions, or feelings”. Don Byrne states that, “oral communication (or speaking) is a two way process between speaker and listener and involves the productive skill of speaking and the receptive skill of understanding”. Based on the previous four definitions, it can be synthesized that speaking is the process of sharing with another person, or with other persons, one’s knowledge, interests, attitudes, opinions or ideas. Delivery of ideas, opinions, or feelings is some important aspects of the process of speaking which a speaker’s idea become real to him and his listeners.

1. Sanguine personality

The cheerful sanguine is temperament which a warm, vibrant, lively and "fun". He can receive all the circumstances, and the impressions that seen can be easily affected his heart that quickly responded. His decisions are more determined by feeling than thinking. The
Sanguine type requires a great deal of personal space and cannot tolerate restrictions of personal freedom. While usually not bossy, they cannot tolerate being bossed and always want to work on their own terms. They like the outdoors and physical activity. They often act before they think, not naturally thinkers. They are acquisitive, territorial, and action oriented. The sanguine is the creative, fun-loving, high-spirited sanguines’ natural tendency to look on the bright side, to enjoy people, and to seek out adventure sometimes results in a label of superficiality and frivolity, more joyful place because of the inspiration, enthusiasm, and fellowship he provides.10

The sanguine person is carefree and full of hope; attribute great importance to what ever he may be dealing with at the moment, but may have forgotten all about it the next. He means to keep his promises but fails to do so because he never considered deeply enough beforehand whether he would be able to keep them. He is good-natured enough to help others but is a bad debtor and constantly asks for time to pay. He is very sociable, given to pranks, contented, does not take anything very seriously, and has many, many friends. He is not vicious but difficult to convert from his sins; he may repent but this contrition (which never becomes a feeling of guilt) is soon forgotten. He is easily fatigued and bored by work but is constantly engaged in mere games – these carry with them constant change, and persistence is not his forte.11

The following are several descriptions of strength and weakness of the sanguine personality:

**a. The Strength of the Sanguine Students**
The points below are from the book of ‘Personality Plus’ authored by Florence Littaure, they are traits which appear in variety of quantity. A trait is the representative of personality structure,12 as Springer defined. All the structures construct a personality. The traits may not find totally once in a while.

<table>
<thead>
<tr>
<th>Animated</th>
<th>Delightful</th>
</tr>
</thead>
<tbody>
<tr>
<td>Playful</td>
<td>Cheerful</td>
</tr>
<tr>
<td>Sociable</td>
<td>Inspiring</td>
</tr>
<tr>
<td>Convincing</td>
<td>Demonstrative</td>
</tr>
<tr>
<td>Refreshing</td>
<td>Mixes-easily</td>
</tr>
<tr>
<td>Spirited</td>
<td>Talker</td>
</tr>
<tr>
<td>Promoter</td>
<td>Lively</td>
</tr>
<tr>
<td>Spontaneous</td>
<td>Cute</td>
</tr>
<tr>
<td>Optimistic</td>
<td>Popular</td>
</tr>
<tr>
<td>Funny</td>
<td>Bouncy</td>
</tr>
</tbody>
</table>

**Strengths of a Sanguine**

**The Extrovert | The Talker | The Optimist**

**The Sanguine's Emotions**

- Appealing personality
- Talkative, Storyteller
- Life of the Party
- Good sense of humor

**The Sanguine At Work**

- Volunteers for Jobs
- Thinks up new activities
- Looks great on the Surface
- Creative and colorful
The Sanguine

- Memory for color
- Physically holds on to listener
- Emotional and demonstrative
- Enthusiastic and expressive
- Cheerful and bubbling over
- Curious
- Good on stage •
- Lives in the present •
- Changeable disposition •
- Sincere at heart •
- Always being a child •

Has energy and enthusiasm
- Starts in a flashy way
- Inspires others to join
- Charms others to work

The Sanguine As A Friend
- Makes friends easily
- Loves People
- Thrives on compliments
- Seems exciting
- Envied by others
- Doesn't hold grudges
- Apologizes quickly
- Prevents dull moments
- Likes spontaneous activities

The Sanguine As A Parent
- Makes Home Fun •
- Is liked by children's friends
- Turns disaster into humor
- Is the circus master

The strength of the sanguine is his ability to “live in the present moment”; he has a very optimistic, joyful attitude toward life. The sanguine is often adventuresome, enterprising, and creative - and is a source of inspiration to others. A person with a sanguine temperament is affectionate, loving, cheerful, optimistic, hopeful, and confident. The Sanguine has more natural inner-beauty qualities than the other temperaments. They can work on calmness and on controlling their tongue. They are emotional and demonstrative by nature. At work they provide a positive atmosphere and often volunteer to help out. Their creative and enthusiastic energy can inspire others. The sanguine child learns quickly, although he might have difficulty memorizing. Continually discovering some new interest, sanguine can find it difficult to attain great depth in one area of study. It is not that they do not have the intellectual capacity, but rather that their attention is so easily captured by something new.

b. The Weakness of the Sanguine Students

Traits below are the negative of the sanguine in some ways of the student type when he interacts in school environment. Florence Littaure mentioned the traits as follow:

<table>
<thead>
<tr>
<th>Brassy</th>
<th>Wants credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Undisciplined</td>
<td>Talkative</td>
</tr>
<tr>
<td>Repetitious</td>
<td>Disorganized</td>
</tr>
<tr>
<td>Forgetful</td>
<td>Inconsistent</td>
</tr>
<tr>
<td>Interrupts</td>
<td>Messy</td>
</tr>
<tr>
<td>Unpredictable</td>
<td>Show-off</td>
</tr>
<tr>
<td>Haphazard</td>
<td>Loud</td>
</tr>
<tr>
<td>Permissive</td>
<td>Scatter brained</td>
</tr>
<tr>
<td>Angered</td>
<td>easily Restless</td>
</tr>
<tr>
<td>Naive</td>
<td>Changeable</td>
</tr>
</tbody>
</table>
Weaknesses of a Sanguine

The Sanguine's Emotions
• Compulsive talker •
• Exaggerates and elaborates •
• Dwell on trivia •
• Good sense of humor •
• Scares others off •
• Too happy for some •
• Has restless energy •
• Egotistical •

The Sanguine At Work
Would rather talk
Would rather talk
Forgets obligations
Forgets obligations
Confidence fades fast
Confidence fades fast
Undisciplined
Undisciplined
Priorities out of order
Priorities out of order
Decides by feelings
Decides by feelings
Easily distracted
Easily distracted

The Sanguine As A Friend
• Controlled by circumstances •
• Gets angry easily •
• Seem phony to some •
• Never Grows Up •

The Sanguine As A Parent •
• Interrupts and doesn't listen •
• Keeps home in a frenzy •
• Forgets children's appointments •
• Disorganized •
• Doesn't listen to the whole story •

Wastes time talking
Wastes time talking
gets taken in
gets taken in
Hates to be alone
Hates to be alone
Needs to be center stage
Needs to be center stage
Wants to be popular
Wants to be popular
Looks for credit
Looks for credit
Dominates conversations
Dominates conversations
Interrupts and doesn't listen
Interrupts and doesn't listen
Answers for others
Answers for others
Fickle and forgetful
Fickle and forgetful
Makes excuses
Makes excuses
Repeats stories
Repeats stories

Weaknesses of the sanguine temperament include the tendency toward superficiality, inconstancy, and sensuality because he places such a high value on relationships and pleasing others, he often tempted to forsake what he knows is right in order to fit in with the crowd.16

Sanguine are frequently not disciplined, and this is, of course, very difficult for the third personality type called melancholy to understand. Sanguine wear their "heart on their sleeve", but they very easily "forgive and forget".17 They are emotional and demonstrative by nature, but can tend towards arrogance and self-indulgence. At work they can be day dreamers and battle to complete work, juggling many tasks at once. They tend to lose focus on the task when the novelty wears off.

From all description about the sanguine personality, we can look at the examples of the famous sanguine actors such as Tukul Arwana, Indra Bakti, Paris Hilton, etc. By knowing these famous people, it makes our understanding easier to draw and remind the personality of the sanguine in our mind.

1. Phlegmatic Personality

The Phlegmatic is the peaceful person who wants to stay out of trouble, keep life on an even plane and get along with everybody. Phlegmatic like to rest and show steadiness. Phlegmatic also a very calm and relaxed so that he never seemed bothered, how ever the circumstance of his surroundings. He's hard to angry and rarely to vent his temper. The phlegmatic is Peaceful Person, Born-follower, Likes harmony and rest, Loves to relax, Wants to calm people down, Gets along with everyone, Needs peace and sense of worth, Has little self-motivation, Gets
depressed over conflict. Controls by procrastination. Phlegmatic are reserved, prudent, sensible, reflective, respectful, and dependable. They are not easily insulted or provoked to anger, nor are they given to exuberance or exaggeration in speech. They are loyal and committed, tolerant and supportive. They possess a hidden will of iron that is often overlooked, because they are such agreeable people. They have a knack for diffusing tense situations. Phlegmatic make superb diplomats and military strategists. They also make excellent firefighters, police officers, and military officers; they excel in professions where being calm under pressure is key.

The following are the explanation to the fundamental phlegmatic traits that should be considered in understanding the phlegmatic personality.

**a. The Strength of the Phlegmatic Students**

| Adaptable | Diplomatic |
| Peaceful  | Consistent |
| Submissive | Inoffensive |
| Controlled | Dry humor |
| Reserved  | Mediator |
| Satisfied | Tolerant |
| Patient   | Listener |
| Shy       | Contented |
| Obliging  | Pleasant |
| Friendly  | Balanced |

The 20 traits above are still based on Florence Littauer. Through points, the phlegmatic personality can be observed simply. The following are some strengths of phlegmatic personality:

**Strengths of a Phlegmatic**

**The Introvert | The Watcher | The Pessimist**

**The Phlegmatic's Emotions**

- Low-key personality
- Easygoing and relaxed
- Calm, cool and collected
- Patient well balanced
- Consistent life
- Quiet but witty
- Sympathetic and kind
- Keeps emotions hidden
- Happily reconciled to life
- All-purpose person
  - Pleasant and enjoyable

**The Phlegmatic At Work**

- Competent and steady
- Peaceful and agreeable
- Has administrative ability
- Mediates problems
- Avoids conflicts
- Good under pressure
- Finds the easy way

**The Phlegmatic As A Friend**

- Easy to get along with
The Phlegmatic As A Parent

- Inoffensive
- Makes a good parent
- Good listener
- Takes time for the children
- Dry sense of humor
- Is not in a hurry
- Enjoying watching people
- Can take the good with the bad
- Has many friends
- Doesn't get upset easily
- Has compassion and concern

They are known for their easy-going nature. They possess a great deal of common sense and mental balance. They are excellent listeners and have great empathy for others. They are supportive friends, patient with difficult people and situations, and considerate at all times. On the job, phlegmatic are dependable, punctual, and orderly; they can bring harmony to almost any group.

Everyone loves the low-key nature of the inoffensive phlegmatic, and though they are not loud like the Sanguine, they do have a witty sense of humor. They often lean while standing and sit in comfortable recliner chairs if at all possible.

Conrad Hock said in his book called ‘The Four Temperament’ that there are many bright sides of the phlegmatic temperaments, those are:

1. The phlegmatic works slowly, but perseveringly, if his work does not require much thinking.
2. He is not easily exasperated either by offenses, or by failures or sufferings. He remains composed, thoughtful, deliberate, and has a cold, sober, and practical judgment.
3. He has no intense passions and does not demand much of life.

b. The Weakness of the Phlegmatic Students

Numerous traits below are the simple descriptions to know about the weaknesses of the phlegmatic personality. Florence Littaure mentioned the traits are:

- Blank
- Worrier
- Unenthusiastic
- Timid
- Reticent
- Doubtful
- Fearful
- Indifferent
- Indecisive
- Mumbles
- Uninvolved
- Slow
- Hesitant
- Lazy
- Plain
- Sluggish
- Aimless
- Reluctant
- Nonchalant
- Compromising

Weaknesses of a Phlegmatic

The Phlegmatic's Emotions

- Unenthusiastic
- Fearful and worried
- Indecisive
- Avoids responsibility
- Quiet will of iron
- Selfish
- To shy and reticent
- Too compromising

The Phlegmatic At Work

- Not goal oriented
- Lacks self motivation
- Hard to get moving
- Resents being pushed
- Lazy and careless
- Discourages others
- Would rather watch
• Self-righteous
  Dampens enthusiasm

The Phlegmatic As A Parent •
  - Lax on discipline •
  - Doesn't organize home •
  - Takes life to easy
Sarcastic and teasing
  Resists change

The Phlegmatic As A Friend
  Stays uninvolved
  Is not exciting
  Indifferent to plans
  Judges others

Several kinds of description about the phlegmatic main weakness traits is written through points, they are: 24
1. He is very much inclined to ease, to eating and drinking; is lazy and neglects his duties.
2. He has no ambition, and does not aspire to lofty things, not even in his piety.

The phlegmatic is a super introvert. It is difficult to rouse them to action. At times they can be selfish and stubborn. On the job, they do not seek out the power or the limelight,25 because of their reserved natures, phlegmatic are sometimes accused of being unassertive, or of lacking enthusiasm and spontaneity. The phlegmatic is known for avoiding things: conflict among people. The phlegmatic might defer to peer pressure in order to keep the peace or to avoid conflict.26

A. Research Methodology

The approach of the research is a quantitative research which implements the testing of theory, quantitative research generates statistics through the use of large-scale survey research, using instruments such as questionnaires and structured interviews. The technique of analyzing data is the use of comparative analysis. The research may be about two similar things that have crucial differences.1 The things may not correlate each other. Comparative analysis ideals for someone who needs to hold a research in getting the problem belonged to two or more independent variables. Husein Umar stated the research to the group of empirical studies where the researcher cannot control the independent variable because the problem happened, or characteristics cannot be manipulated.2 Comparative analysis technique is one of quantitative analysis technique or one of statistical technique that can be used to test hypothesis concerns about whether or not there is a difference between or among variable tested. If the difference is found, researcher will need to ensure whether it is significant or only by chance.3 It makes the data and the result could be more objective.

The technique of collecting data is the use of personality test which identifies students’ personality through examining personality based on list of traits. It is suitable to classify personalities for the reason that the test is taken from standardized assessment written by Florence Littauer. The test is arranged based on the 40 question numbers from all four personalities; sanguine, choleric, melancholic, and phlegmatic.
B. Research Finding

The following two tables are the students who have been categorized to the sanguine and the phlegmatic personality. They are the students who become the research object and the following are their English speaking scores which was obtained from their performance.

THE SANGUINE STUDENTS
THE SECOND GRADE OF SMP WIJAYAKUSUMA

<table>
<thead>
<tr>
<th>No</th>
<th>Name</th>
<th>Speaking Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Student 1</td>
<td>60</td>
</tr>
<tr>
<td>2</td>
<td>Student 2</td>
<td>65</td>
</tr>
<tr>
<td>3</td>
<td>Student 3</td>
<td>60</td>
</tr>
<tr>
<td>4</td>
<td>Student 4</td>
<td>60</td>
</tr>
<tr>
<td>5</td>
<td>Student 5</td>
<td>70</td>
</tr>
<tr>
<td>6</td>
<td>Student 6</td>
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<tr>
<td>7</td>
<td>Student 7</td>
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<td>8</td>
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<tr>
<td>9</td>
<td>Student 9</td>
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<tr>
<td>10</td>
<td>Student 10</td>
<td>78</td>
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<tr>
<td>11</td>
<td>Student 11</td>
<td>80</td>
</tr>
<tr>
<td>12</td>
<td>Student 12</td>
<td>70</td>
</tr>
</tbody>
</table>

Average 68.58

THE PHLEGOMATIC STUDENTS
THE SECOND GRADE OF SMP WIJAYAKUSUMA

<table>
<thead>
<tr>
<th>No</th>
<th>Name</th>
<th>Speaking Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Student 13</td>
<td>70</td>
</tr>
<tr>
<td>2</td>
<td>Student 14</td>
<td>70</td>
</tr>
<tr>
<td>3</td>
<td>Student 15</td>
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<td>4</td>
<td>Student 16</td>
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<td>5</td>
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<td>8</td>
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<td>10</td>
<td>Student 22</td>
<td>60</td>
</tr>
<tr>
<td>11</td>
<td>Student 23</td>
<td>60</td>
</tr>
<tr>
<td>12</td>
<td>Student 24</td>
<td>60</td>
</tr>
</tbody>
</table>

Average 65.00

The 24 students are the sanguine students and the phlegmatic students. From the total number of students at second grade, the researcher has tested 70 students from the second
grade population. The other 46 students belong to the other personalities and their combination. They are neither the sanguine students nor the phlegmatic students.

### Percentage Range of Sanguine Students

<table>
<thead>
<tr>
<th>No</th>
<th>CS</th>
<th>F</th>
<th>P</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The high score</td>
<td>1</td>
<td>8.33%</td>
</tr>
<tr>
<td>2</td>
<td>The middle score</td>
<td>11</td>
<td>91.66%</td>
</tr>
<tr>
<td>3</td>
<td>The low score</td>
<td>0</td>
<td>0%</td>
</tr>
</tbody>
</table>

Total 12 100%

### Percentage Range of Phlegmatic Students

<table>
<thead>
<tr>
<th>No</th>
<th>CS</th>
<th>F</th>
<th>P</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The high score</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>2</td>
<td>The middle score</td>
<td>12</td>
<td>100%</td>
</tr>
<tr>
<td>3</td>
<td>The low score</td>
<td>0</td>
<td>0%</td>
</tr>
</tbody>
</table>

Total 12 100%

CS = Classification of Scores
F = Frequency
P = Percentage

### A. CONCLUSION AND SUGGESTION

#### Conclusion

This research seems not completely break the theory on the concept of personality that the sanguine is better than the phlegmatic in speaking. The sanguine tends to speak vocally. He likes to be a good speaker through his talker soul. In contrary the phlegmatic does not really like to speak and he likes to be a good listener. The data interpret that the sanguine students get higher average English speaking score and the phlegmatic students have lower average score. The sanguine students do not always possess higher competency of English speaking skill which is because of his natural willingness to speak than the phlegmatic students. Sometimes the introvert student may overlap the extrovert students. Through sequence of calculation at the previous chapter the hypotheses of the research shows that the Null Hypotheses (H0) which states “there is no difference in English speaking ability between the sanguine and the phlegmatic students” is accepted. It means that the students’ personality has no statically significant difference to the students’ English speaking score.

The possibility of error in this research may be highlighted from the decision taking while the students are doing the personality test and there is also the possibility of inappropriateness on giving score which is influenced by the students, they might not show their best ability in English speaking performance at that time.
**Suggestion**

Students are the people who need guidance in learning. They must be maintained by smart teacher who understand them intellectually and psychologically. In order to give some opinions to this study based on the finding, it can be recommended that:

1. When the sanguine students learn English speaking skill, they need to learn seriously from grammar because the sanguine students sometimes do not pay attention to the language pattern. Never let them underestimate the importance of learning grammar because, on the other hand, it will sharpen their accuracy in speaking.
2. The sanguine students have so much confidence in saying something in English. They need to maintain it well but with no over confidence and arrogance. It is occasionally make them fail.
3. The phlegmatic students will study pattern more than the sanguine, they like to study concept of the subject. They could perform better structure.
4. The phlegmatic students must have better confidence in improving their English speaking skill. Confidence is the subject matter of the phlegmatic students who tend the improving in teaching learning process.

For teachers, what they need are:

1. Guide the Sanguine students to consider about patterns when they are speaking. A good speaking is also seen from the structure of the language.
2. To advise the students not to be over confidence in facing English speaking activity. They need to be calm down and to be low profile when they set in the good performance.
3. Giving more spirit to the phlegmatic to be consistent in doing study of patterns of English before they learn to speak, but without take much time.
4. To support the students to explore their ability in speaking. They have more ability but they still need practice to be confident. Teacher may create situation in order not to be too serious and stressful.

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