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PRAGMATIC SPEECH CHARACTERISTICS OF PHLEGMATIC PERSONALITIES: COMMUNICATION STRATEGIES AND BEHAVIORAL FEATURES

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Annotation: This article examines the pragmatic speech characteristics of phlegmatic personalities, focusing on their communication strategies and behavioral patterns in interpersonal interaction. Temperament significantly influences an individual's communicative behavior, speech style, and pragmatic choices. Phlegmatic individuals are generally characterized by emotional stability, calmness, patience, and a balanced approach to communication. The study analyzes the linguistic and pragmatic features of phlegmatic speech, including politeness strategies, conversational management, conflict avoidance, and interpersonal adaptation. The findings indicate that phlegmatic personalities tend to employ cooperative communication strategies, indirect speech acts, and controlled emotional expression, contributing to effective and stable social interactions.

Keywords: phlegmatic temperament, pragmatics, speech behavior, communication strategies, interpersonal communication, politeness, personality psychology, discourse analysis.

Introduction

Communication is a complex process influenced by linguistic, psychological, social, and cultural factors. Among these factors, temperament plays a significant role in shaping an individual's communicative style and pragmatic behavior. Psychological theories classify temperament into several major types, including sanguine, choleric, melancholic, and phlegmatic. Each temperament exhibits distinct behavioral and communicative characteristics that affect interpersonal interaction.

Phlegmatic individuals are typically described as calm, thoughtful, emotionally stable, patient, and self-controlled. These personality traits influence not only their social behavior but also their speech patterns, conversational strategies, and pragmatic choices. In communication, phlegmatic personalities often prioritize harmony, cooperation, and clarity rather than emotional expressiveness or verbal dominance.

The purpose of this study is to investigate the pragmatic speech characteristics of phlegmatic personalities and to identify the communication strategies and behavioral features that distinguish their interpersonal interactions.

Literature Review and Methodology

The relationship between personality and communication has been extensively studied in psychology, sociolinguistics, and pragmatics. Researchers have demonstrated that individual psychological characteristics influence language use, conversational behavior, and pragmatic competence.

Studies in linguistic pragmatics emphasize that communication involves not only the transmission of information but also the management of social relationships, intentions, and contextual meanings. Personality traits affect how speakers select linguistic forms, interpret communicative intentions, and respond to social situations.

This study employs theoretical analysis, comparative examination of psychological and linguistic literature, and pragmatic interpretation of communicative behavior associated with phlegmatic temperament.

Temperament refers to biologically based individual differences in emotional reactivity, behavioral tendencies, and psychological functioning. It forms one of the foundational aspects of personality and significantly influences social interaction.

Phlegmatic temperament is characterized by:

Emotional stability;

Patience and self-control;

Consistency in behavior;

Calm decision-making;

Low impulsivity;

High tolerance for routine activities;

Preference for harmonious relationships.

These characteristics directly affect communicative behavior, leading to distinctive pragmatic patterns in interpersonal discourse.

One of the most noticeable characteristics of phlegmatic speakers is their calm and measured communication style. They generally avoid rapid speech, excessive emotionality, and abrupt conversational shifts.

Their speech is often characterized by:

Moderate speaking pace;

Clear articulation;

Logical organization of ideas;

Thoughtful word selection;

Controlled emotional expression.

Such communication promotes mutual understanding and reduces the likelihood of misunderstandings.

Phlegmatic individuals typically adopt cooperative communication strategies. They prioritize maintaining positive interpersonal relationships and facilitating productive dialogue.

In conversations, they often:

Listen attentively to others;

Allow conversational partners to express their opinions;

Avoid interrupting speakers;

Demonstrate respect for differing viewpoints;

Seek consensus and compromise.

These behaviors contribute to effective communication and social harmony.

Politeness plays an important role in the communicative behavior of phlegmatic personalities. They frequently employ linguistic strategies designed to maintain social balance and minimize potential conflict.

Common politeness strategies include:

Indirect requests;

Respectful forms of address;

Expressions of appreciation;

Softened disagreement;

Diplomatic language use.

Such pragmatic choices help preserve interpersonal relationships and create positive communicative environments.

Phlegmatic personalities generally prefer avoiding unnecessary conflict. Rather than engaging in confrontational communication, they seek peaceful solutions and constructive dialogue.

This strategy may involve:
Diplomatic responses;
Neutral language;
Careful evaluation of situations;
Emotional restraint;
Emphasis on mutual understanding.

While conflict avoidance often promotes social harmony, excessive avoidance may sometimes limit open discussion of important issues.

Phlegmatic individuals tend to process information carefully before responding. Their communication is often reflective rather than spontaneous.

Characteristics of reflective communication include:
Analytical thinking;
Deliberate responses;
Consideration of multiple perspectives;
Reduced impulsivity;
Attention to contextual factors.

This approach contributes to thoughtful decision-making and effective problem-solving.

Another important feature of phlegmatic communication is adaptability. These individuals often adjust their communicative behavior according to social circumstances and interlocutors.

Adaptive behaviors may include:
Modifying language style;
Respecting social norms;
Adjusting communication pace;
Demonstrating empathy;
Accommodating different viewpoints.

Such flexibility enhances interpersonal effectiveness and social integration.

Phlegmatic personalities demonstrate a high degree of emotional regulation. They rarely display extreme emotional reactions during communication and tend to remain composed under pressure.

Emotional self-control contributes to:
Rational decision-making;
Reduced interpersonal tension;
Effective conflict management;
Stable social relationships.

Active listening represents one of the strongest communicative skills associated with phlegmatic temperament. These individuals often focus carefully on speakers and provide meaningful feedback.

Active listening behaviors include:
Maintaining attention;
Asking clarifying questions;
Demonstrating understanding;
Providing supportive responses.

These behaviors improve communication quality and strengthen interpersonal trust.

Phlegmatic individuals are generally perceived as reliable communicators because their verbal and nonverbal behaviors are consistent and predictable. Their communication style reflects stability and sincerity, which enhances credibility in personal and professional contexts.

The pragmatic speech characteristics of phlegmatic personalities offer several advantages:
Effective conflict resolution;
Strong interpersonal relationships;
High communicative reliability;
Thoughtful decision-making;
Positive group dynamics.
Despite these strengths, certain challenges may arise:
Reluctance to express strong emotions;
Delayed responses in fast-paced interactions;
Excessive accommodation of others' opinions;
Difficulty asserting personal needs in some situations.

Addressing these challenges may improve communicative effectiveness while preserving the strengths associated with phlegmatic temperament.

Understanding the pragmatic characteristics of phlegmatic communication has important applications in education, psychology, business, and interpersonal relations.

Professionals can use this knowledge to:
Improve communication training programs;
Enhance teamwork and collaboration;
Develop personalized counseling approaches;
Strengthen leadership and conflict-management strategies.

Educational institutions may also incorporate personality-based communication training to promote effective interpersonal competence among students.

Conclusion

The pragmatic speech characteristics of phlegmatic personalities are shaped by emotional stability, patience, self-control, and a preference for harmonious social interaction. Their communication strategies emphasize cooperation, politeness, reflection, and adaptation, while their behavioral features include active listening, emotional regulation, and communicative consistency.

These characteristics contribute positively to interpersonal relationships and effective communication in various social contexts. Understanding the relationship between temperament and pragmatic behavior provides valuable insights for linguistic, psychological, and educational research. Future studies may further explore cross-cultural differences and the interaction between temperament and communicative competence in diverse communicative environments.

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