

**CHARACTER ANALYSIS BY THE
OBSERVATIONAL METHOD; LESSONS:
XVIII - MARITAL AND
FAMILY RELATIONS; XIX - CHARACTER
ANALYSIS IN SALES-MANSHIP; XX -
VOCATIONAL GUIDANCE**

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KATHERINE M. H. BLACKFORD & ARTHUR NEWCOMB

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**CHARACTER ANALYSIS BY THE
OBSERVATIONAL METHOD**

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Character Analysis

BY THE
OBSERVATIONAL METHOD



KATHERINE M. H. BLACKFORD, M.D.

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"ANALYZING CHARACTER"

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Lesson XVIII—MARITAL AND FAMILY RELATIONS

Lesson XIX—CHARACTER ANALYSIS IN SALES-
MANSHIP

Lesson XX—VOCATIONAL GUIDANCE



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LESSON EIGHTEEN

CHARACTER ANALYSIS IN MARITAL AND FAMILY RELATIONS

WHEN my friend B. first met little Flossie S. he thought her light-hearted cheerfulness the most charming of all her lovable qualities.

B. was broad-shouldered, substantial, dark of hair, eyes and complexion. His life had been a battle. He had won success rather late, after much hardship and by virtue of terrific energy backed up by a spirit that would never admit defeat.

Sober, sensible, neat, methodical, serious, economical, merciless toward himself and others, B. felt the tension of life relax and its oppressive solemnity lighten in the sunshine of Flossie's happy, carefree nature.

Flossie on her part looked up to B., admired him tremendously for his strength and virile force, for his success, for his steadfastness, and for his courage. Here was someone upon whom she could lean, someone with the wisdom and the bravery to assume the burdens of life, to solve its problems and to provide its necessities and luxuries.

And so they were married.

It did not take B. long to discover that the light-heartedness which he had found so charming in his sweetheart was exasperating and bitterly disappointing when it manifested itself in the form of carelessness, irresponsibility and slipshod ways in his wife.

As for Flossie, she felt terribly grieved and abused when she found that the stern, unyielding front her lover had opposed between her and the romantically manufactured roughnesses of the world, in courtship, was cruelly harsh and unrelenting when turned against her, after marriage, on account of her laxness.

B., to whom precision, accuracy, and careful attention to the material things of life were sacred, naturally felt that his wife failed in the very essentials of character.

Flossie, to whom a harsh word was worse than a blow, and who was only bored by the details of household management and business, felt that her husband was hard, cold, unsympathetic, grossly material, brutal and selfish. To her gentle soul these were indeed the worst possible defects of character.

I need not distress you with the rest of their story. Such tragedies are so common that it is indeed an obtuse observer of life who has not seen many of them.

Who Was to Blame?—Friends of B. and Flossie are divided in their opinion as to who was to blame. Some of them say that B. might have saved his domestic bark from shipwreck if he had been less devoted to business and had given more time to his lovely young wife.

Others say that if Flossie had only realized the responsibilities of life as a grown-up woman should, if she had only tried to understand B.'s business and to have shown an interest in it, the trouble might never have occurred.

Ignorance the Fault.—The truth is that neither was to blame. Both were ignorant, not only of the

essentials of the character of each other, but of the essentials of their own characters.

If B. had only realized fully his own serious, exacting nature, he would probably have known better than to have expected to be able either to make Flossie happy or to be satisfied with her as a wife. If he had also known Flossie's nature and had understood the reason for the lightheartedness which he so much admired, he might have saved himself a great deal of trouble and heartache.

If Flossie had known just how incapable she was of careful attention to duty and responsibility, she would have known that she was unfitted for life with a man of B.'s character. Had she been able to judge also of other phases of the very characteristics she admired in B. as a lover, she would have known better than to have listened to his pleas.

This incident is typical of thousands of other misunderstandings and misjudgments, resulting in unhappiness and ruin, which might easily have been averted by a knowledge of some of the simplest and most easily applied principles of the Science of Character Analysis by the Observational Method.

When one contemplates the utter ignorance of the great majority of people, not only of the indications of individual character but of masculine and feminine traits in general, the wonder is not that so many marriages result disastrously but that so large a number are reasonably happy.

MASCULINE AND FEMININE TRAITS

In Lesson Six, on Proportion, you learned something about normal differences between masculine and