

# BLUE

## I NEED TO FEEL UNIQUE AND AUTHENTIC

Enthusiastic Sympathetic Personal

## I LOOK FOR MEANING AND SIGNIFICANCE IN MY LIFE.

Warm Communicative Compassionate

## I NEED TO CONTRIBUTE, TO ENCOURAGE, AND TO CARE.

Idealistic Spiritual Sincere

## I VALUE INTEGRITY AND UNITY IN RELATIONSHIPS. MEDIATORS.

Peaceful Flexible Imaginative

## I AM A TRUE ROMANTIC, A POET, OPTIMISTIC, CARETAKERS, AND A NURTURER

**WORK:** I have a strong desire to influence others so they may lead more significant lives.  
I often work in the arts, communication, education, and helping profession.  
I am adept at motivating and interacting with others.

**LEADERSHIP:** Expects others to express views  
Assumes "family spirit"  
Works to develop others potential  
Individuals oriented  
Democratic, unstructured approach  
Encourages change via human potential  
Self-searching

**STRESS:** Attention-getting misbehaving  
Lying to save face  
Withdrawal  
Fantasy, day-dreaming, and trancing out  
Crying and depression  
Passive resistance  
Yelling and screaming

**JOYS:** Romance, hugs, acceptance, helping others, sharing

**NEEDS:** Understanding, security, sensitivity, support

**STRENGTHS:** Communication, optimism, compassion, giving

**FRUSTRATIONS:** Disharmony, injustice, conflict, disorder

**VALUES:** Honesty, friendship, trust, faith, empathy

**FAMOUS BLUES:** Mozart, President Bill Clinton, Cinderella, Mohammad Ali, Ghandi, Emily Dickenson, Martin Luther King, Jr., Dorothy (Wizard of Oz)

## BLUE MAY SEE SELF AS....

## OTHERS MAY SEE BLUE AS...

Warm	Overly-Emotional
Caring, Compassionate	“Bleeding Heart”
Romantic	Mushy, immature
Spiritual	Other-worldly, weird
Cause-Oriented	Unrealistic
Unselfish, Caretaker	Smothering
Empathetic, People-person	Too trusting
Affirming and Accepting	Hopefully naïve
Kind and considerate	Easy to manipulate
Sympathetic	Soft, fawning, groveling
Desiring harmony, unity	Out of touch with reality

# GOLD

## **I FOLLOW THE RULES AND RESPECT AUTHORITY**

Loyal Dependable Prepared

## **I HAVE A STRONG SENSE OF WHAT IS RIGHT AND WRONG IN LIFE**

Thorough Sensible Punctual

## **I NEED TO BE USEFUL AND TO BELONG**

Faithful Stable Organized

## **I VALUE HOME, FAMILY AND TRADITION**

Caring Concerned Concrete

## **I AM A NATURAL PRESERVER, A GOOD CITIZEN AND HELPFUL**

**WORK:** I provide stability and can maintain organization  
My ability to handle details and to work hard make me the backbone of many organizations  
I believe that work comes before play, even if I must work overtime to complete the task

**LEADERSHIP:** Expects punctuality, order, loyalty  
Assumes "right" way to do things  
Seldom questions tradition  
Rules oriented  
Detailed/thorough approach-threatened by change  
Prolonged time to initiate any change  
Expects people to "play" their roles

**STRESS:** Complaining and self-pity  
Anxiety and worry  
Depression and fatigue  
Psychosomatic problems  
Malicious judgments about yourself or others  
Herd mentality exhibited in blind following of leaders  
Authoritarianism and phobic reactions

**JOYS:** Home, order, tidy, organized, achievement

**NEEDS:** stability, consistency, order, respect

**STRENGTHS:** loyal, structured, reliable, responsible

**FRUSTRATIONS:** inefficiency, slobs, procrastinators, change, lack of control

**VALUES:** punctuality, family, quality, honesty

**FAMOUS GOLDS:** Harry Truman, Joan Rivers, Santa Claus, Luci (Peanuts), Mr. Rogers, Gerald Ford George Washington, Nancy Reagan

## GOLD MAY SEE SELF AS....

## OTHERS MAY SEE GOLD AS...

Stable	Rigid
Providing security	Controlling
Dependable	Boring
Firm	Stubborn
Efficient	System-Bound
Realistic	Unsympathetic
Decisive	Judgmental
Executive-type	Bossy
Orderly and neat	Fussy, limited flexibility
Organized	Uptight
Punctual	Predictable
Goal-oriented	Rigid idea of time

# GREEN

## **I SEEK KNOWLEDGE AND UNDERSTANDING**

Analytical Global Conceptual

## **I LIVE BY MY OWN STANDARDS**

Cool Calm Collected

## **I NEED EXPLANATION AND ANSWERS**

Inventive Logical Perfectionist

## **I VALUE INTELLIGENCE, INSIGHT, FAIRNESS, AND JUSTICE**

Abstract Hypothetical Investigative

## **I AM A NATURAL NON-CONFORMIST, A VISIONARY, A PROBLEM SOLVER**

**WORK:** I am conceptual and an independent. For me, work is play  
I am drawn to constant challenge in careers, and like to develop models and explore ideas  
Once I have perfected an idea, I prefer to move on, leaving the project to be maintained by others

**LEADERSHIP:** Expects intelligence and competence  
Assumes task relevancy  
Seeks ways to improve systems  
Visionary  
Analytical  
Encourages change for improvement  
Constantly "in process" of change  
Expects people to follow through

**STRESS:** Indecisiveness  
Refusal to comply or cooperate  
Extreme aloofness and withdrawal  
Snobbish, put-down remarks, and sarcasm  
Refusal to communicate  
Perfectionism due to severe performance anxiety

**JOYS:** high achievement, recognition, challenge of possibilities, big picture process

**NEEDS:** autonomy, accuracy, closure, space

**STRENGTHS:** confidence, persistent, insightful, inventive

**FRUSTRATIONS:** noise, unfairness, control, boxed

**VALUES:** logic, detail, freedom, information

**FAMOUS GREENS:** Socrates , Abe Lincoln, Madame Curie, Dwight Eisenhower, Eleanor Roosevelt, Frank Lloyd Wright, Thomas Edison, Sherlock Holmes

## GREEN MAY SEE SELF AS....

## OTHERS MAY SEE GREEN AS...

Superior intellect	Intellectual snob
98% right	Arrogant
Tough-Minded	Heartless
Powerful	Doesn't care about others
Visionary	Ruthless
Original, unique	Unrealistic
Eminently reasonable	Eccentric, weird!
Rational	Emotionally controlled
Calm	Cool, aloof, unfeeling
Under-control	Afraid to open up
Precise, Objective	Critical and fault finding
Holding firm to policy	Lacking compassion
Seeking justice	Stingy with praise
Firm-minded	Inconsiderate of others

# ORANGE

## **I ACT ON A MOMENT'S NOTICE**

Witty Charming Spontaneous

## **I CONSIDER LIFE A GAME, HERE AND NOW**

Impulsive Generous Impactful

## **I NEED FUN, VARIETY, STIMULATION, AND EXCITEMENT**

Optimistic Eager Bold

## **I VALUE SKILL, RESOURCEFULNESS, AND COURAGE**

Physical Immediate Fraternal

## **I AM A NATURAL TROUBLE SHOOTER, A PERFORMER, A COMPETITOR, RISK TAKER**

**WORK:** I am bored and restless with jobs that are routine and structured  
I am satisfied in careers that allow me independence and freedom  
I view any kind of tool as an extension of myself  
I am a natural performer

**LEADERSHIP:** Expects quick action  
Assumes flexibility  
Works in the here and now  
Performance oriented  
Flexible approach  
Welcomes change  
Expects people to "make it fun"

**STRESS:** Rudeness and Defiance  
Breaking the rules intentionally  
Running away and dropping out  
Acting out boisterously  
Lying and cheating  
Physical aggressiveness

**JOYS:** people, adventure, thrills, life, success

**NEEDS:** freedom, expression, challenge, stimulation

**STRENGTHS:** independence, humor, adaptable, leaders

**FRUSTRATIONS:** interruptions, deadlines, criticism, nagging, lies

**VALUES:** integrity, optimism, risk taking, interaction

**FAMOUS ORANGES:** JFK, Charlie Brown, Ernest Hemmingway, Winston Churchill, Amelia Earhart, Garfield, Teddy Roosevelt, Lucille Ball

## ORANGE MAY SEE SELF AS....

## OTHERS MAY SEE ORANGE AS...

Fun loving, enjoys life	Irresponsible
Spontaneous	Flaky
Flexible, adaptable	Unorganized
Carefree	Scattered
Proficient, capable	Cluttered
Hands-on, person/Physical	Invading others space
Independent	Disobeys rules
Good Negotiator	Manipulative
Able to do many things at once	Unable to stay on task
Curious, likes variety & change	Uncontrollable
Sees shades of grades	Indecisive
"Here and Now" Attitude	Can't be trusted
Witty, funny	Selfish or unsympathetic
Left-Right brain integrated	Wishy-washy