

What's Your True Color?

GREEN (10% to 13%)

Goals in life:

- Understand everything
- Question everything
- Have novel insights
- Independence

Likes:

- Thinking, reasoning
- Inquiry and questioning everything
- Logic, structure
- The "big picture"

Dislikes:

- Routine
- Following illogical instructions or traditions

BLUE (12% to 25%)

Goals in life:

- Harmony
- Good emotions
- Use intuition
- Know self better

Likes:

- Feeling
- Harmony between people
- Spirituality and imagination
- Interactions with others

Dislikes:

- Strife and discord
- Those who value rules or ideas more than people
- Competition

ORANGE (12% to 33%)

Goals in life:

- Use immediate impulses
- Develop skills
- Have fun, adventure
- Escape boredom

Likes:

- Action; Fun
- Sensational things
- Competition
- Making an immediate impact

Dislikes:

- Being bored, inaction
- Being pinned down
- Extended explanations or discussion

GOLD (33% to 50%)

Goals in life:

- Security
- Acceptance by others
- Material goods
- Authority

Likes:

- Structure and rules
- To be organized
- Knowing what is expected & fulfilling those expectations

Dislikes:

- Change (good protectors of the status quo)
- People who are too cavalier, too careless
- People who don't know the rules involved or simply flout them

How can we effectively communicate with others?

Research shows that the way in which we communicate affects greatly the end result. Below are some hints you may find helpful.

Talking with Thinkers (Green)

- Be brief and concise
- Be logical
- Be prepared to list the pros and cons
- Be intellectually critical and objective
- Be calm and reasonable
- Do not assume feelings are not important, just valued differently
- Present emotions and feelings as facts

Talking with Feelers (Blue)

- Get to know the person before getting down to business
- Be personable and friendly
- Demonstrate empathy by showing areas of agreement first
- Show why the idea is valuable and can affect people.

Talking with Performers (Orange)

- Allow for flexibility and ideas to flow
- Share other viewpoints and ideas
- Encourage oranges to perform
- Allow for options and changes
- Encourage independent thinking
- Realize change in direction is not necessarily impulsiveness
- Present into a “hands-on” approach

Talking with Judges (Gold)

- Allow time to prepare.
- Do not surprise golds; give warnings of changes.
- Show that you are dependable.
- Be practical with ideas.
- Present a timetable and stick with it.
- If meeting at a scheduled time, do not be late.