CHOOSE CONNECTION!!

True Colors!

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Background

01. An attempt to identify various personality styles and label with colors

02. Developed by Don Lowry
    - Based on the work of Isabel Briggs-Myers, Katherine Briggs, and David Keirsey

03. Objective: Application of temperament/personality style to facilitate deeper communication and understand of one's self related to others

04. Each person is a unique blend of the four colors

05. There are no good or bad colors

06 There are wide individual variations within each color spectrum

True colors

Each color is reflective of your personality.

You will identify a primary and secondary color. These are your preferred styles.

The colors you do not choose will have some characteristics that are representative of you; however, it is not your preferred style.

True colors is valuable for improving your effectiveness in working with others.

What color are you?



01. Rank each set of words in each row 1 to 4.

02. Once you have them ranked, total your answers at the bottom.

03. The color with the highest score in YOUR primary color.

04. The color with the second highest score is YOUR secondary color.

05. If you have a tie for either (1st or 2nd), choose the one with which you most identify.

06. Remember the order of your colors!

Take Assessment

…..To share or not to share…..

Orange

#1 Goal: Must be Free to Act

- Do it now
- Impulsive risk takers
- Test limits
- Free and spontaneous
- Active, optimistic, and competitive
- Need variety
- Resist commitment
- Thrive on crises

- Have great endurance
- Temporarily defeated
- Accept clutter
- Drawn to action
- Like to be center of attention
- Dynamic, animated communicators
- Deal with here and now
- Bold in relationships
- Bring excitement to society

Orange

#1 Goal: Must be Free to Act

See Self:

- Fun loving, enjoys life
- Spontaneous
- Flexible, adaptable
- Carefree
- Proficient, capable
- "Hands on" person
- Practical
- Problem solver
- Good negotiator
- Here and now person
- Does many things at once
- Eclectic

Others see:

- Irresponsible
- Flaky
- Wishy-washy
- Not serious
- Spends time on things they enjoy
- Not interested in ideas
- Disobey rules
- Manipulative, not to be trusted
- Not able to stay on task
- Cluttered
- Indecisive
- Unorganized

How to work with Oranges.



01. Be active with them, don't slow them down.

02. Compete in fun when appropriate.

03. Be spontaneous and fun, not heavy.

04. Be adventurous and optimistic.

05. Be energetic and ready to go.

06. Be positive.

Gold

#1 Goal: Must be of Service

- Dutiful and stable
- Need to be useful
- Want to be self-sufficient
- Value organization
- Desire punctuality
- Schedule their lives
- Make and keep commitments
- Measure worth by completion
- Parental attitude

- Goal-oriented
- List makers
- Value rules
- Prepare for the future
- Believe work comes before play
- Safeguard tradition
- Prefers order ands cleanliness
- Enjoys positions of authority
- Brings stability to society

Gold

#1 Goal: Must be of Service

See Self:

- Stable
- Providing security
- Dependable
- Firm
- Always have a view
- Efficient
- Realistic
- Decisive
- Executive type
- Good planner
- Orderly, neat
- Punctual, expect the same

Others see:

- Rigid
- Controlling, bossy
- Dull, boring
- Stubborn, pig-headed
- Opinionated
- System-bound
- Unimaginative
- Limiting flexibility
- Uptight
- Sets own agenda
- Rigid idea of time

How to work with Golds.



01. Remember to be on time.

02. Try to be extra organized and efficient.

03. They are generous but liked things returned/reciprocated.

04. Do what you say you will do.

05. Be dependable, loyal.

06. Respect their need for security.

Blue

#1 Goal: Must be Authentic

- In search of themselves
- Need to feel unique
- Must be true to themselves
- Values close relationships
- Encourage expression
- Desire quality time with loved ones
- Need opportunities to be creative
- Compromise and cooperate

- Nature people, plants and animals
- Look beyond the surface
- Share emotions
- Make decisions based on feelings
- Need harmony
- Committed to ideals
- Cultivate potential in others
- Bring unity to society

Blue

#1 Goal: Must be Authentic

See Self:

- Warm, caring, compassionate
- Likes to please people
- Trusting
- Romantic
- Spiritual
- Creative
- Idealistic
- People person
- Willing to work tirelessly for a cause
- Unselfish
- Empathetic
- Wanting harmony

Others see:

- Overemotional
- Groveling, fawning, soft
- Too trusting
- Mushy
- Hopelessly naive
- Too nice
- Aloof
- Smothering
- Manipulative
- Ignores policy, creates chaos
- Talks too much
- Illogical, incomprehensive

How to work with Blues.



01. Spend quality time one-on-one with them.

02. Be aware they that they “wear their heart on their sleeve”.

03. Listen to them as they listen to you.

04. Be supportive.

05. Share your thoughts and feelings.

06. Praise their imagination and creativity.

Green

#1 Goal: Must be Competent

- Innovative and logical
- Sees the big picture
- Seek to understand the world
- Need to be competent
- Requires intellectual freedom
- Curious
- Questions authority
- Need for control



- Push themselves to improve
- May become intellectually isolated
- Slow to make decisions
- Value concise communication
- Look for intellectual stimulation
- Sometimes oblivious to emotions
- Focus on future
- Bring innovation to society

Green

#1 Goal: Must be Competent

See Self:

- Superior intellect
- 98% right
- Tough-minded
- Efficient, powerful
- Original and unique
- Rational
- Great planner
- Calm not emotional
- Precise not repetitive
- Under control
- Able to find flaws objectively
- Holds firm to policy

Others see:

- Intellectual snob
- Arrogant
- Afraid to open up
- Unappreciative
- Stingy with praise
- Doesn't consider people in plans
- Critical, fault-finding
- Cool, aloof, unfeeling
- Eccentric, weird

How to work with Greens.



01. Be aware of their curiosity about life.

02. Give things that challenge their problem-solving abilities.

03. Respect their need for independence.

04. Know they are caring even though they may not show it.

05. Respect their inventions and ideas.

06. Give them time to process information.

Understanding your personality!

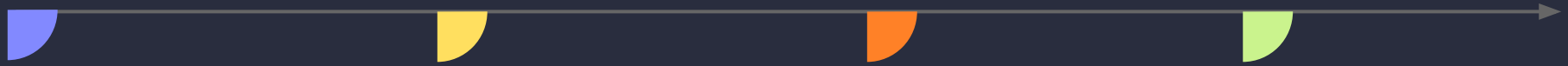
How can you apply what we've learned about the four colors to your interactions with other people?

Sit with you colors!

Discuss your colors and come up with a list of what you would like others to know about your color.

Authentic	Helpful	Competent	Free to Act
The Idealist	The Guardian	The Rational	The Artisan

Which careers would fit best with each color?



Caring profession

Nurses, teachers., counselors, HR specialists, social workers, artists, Psychology, Child Development, Languages, Public Relations, Education, Journalism, Social Work, English, Art Therapy, Acting, Theology, Travel Agent

CEO's

Lab, everything scheduled and organized, bankers, accountants, administrators, managers, teachers, law enforcement, math computer programmer

Flexible

Community coach, PE coach, Physical Therapist, anything with a motivating spirit, cooks, servers, theatre, music, art design, marketing, radio/TV, firefighter, fashion, air traffic controller, drama, dance, real estate, trial lawyer, athlete

Analytical profession

Engineers, doctors, scientists, researchers, IT specialists, lawyers, architects, technical writers, creative writing, psychologists, motion picture director, chemistry, biology,

.....To share or not to share.....

Last TWO fun facts.....

Women can/do frequently change the order of their colors.....
Men do not change their colors.

When you are under a lot of pressure or stressed, you become your 4th color!

Any questions? Ask away!

Thank you