BLUE

I need to feel unique and authentic
Enthusiastic, Sympathetic, Personal
I look for meaning and significance in life
Warm, Communicative, Compassionate
I need to contribute, to encourage, and to care
Idealistic, Spiritual, Sincere
I value integrity and unity in relationships
Peaceful, Flexible, Imaginative
I am a natural romantic, a poet, a nurturer

In childhood...
✓ I was extremely imaginative and found it difficult to fit into the structure of school life.
✓ I reacted with great sensitivity to discordance or rejection and sought recognition.
✓ I responded to encouragement rather than competition.

In relationships...
✓ I seek harmonious relationships.
✓ I am a true romantic and believe in drama, warmth, and empathy to all relationships.
✓ I enjoy the symbols of romance such as flowers, candlelight, and music and cherish the small gestures of affection.

At 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 professions.
✓ I am adept at motivating and interacting with others.

Leadership Style...
✓ expects others to express views
✓ Assumes “family spirit”
✓ Works to develop others’ potential
✓ Individuals oriented
✓ Democratic, unstructured approach
✓ Encourages change VIA human potential
✓ Change time allows for sense of security
✓ Expects people to develop their potential

Symptoms of a Bad day...
✓ Attention-getting misbehaving
✓ Lying to save face
✓ Withdrawal
✓ Fantasy, day-dreaming, and going into a trance
✓ Crying and depression
✓ Passive resistance
✓ Yelling and screaming
GOLD

I need to follow 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 belong

Faithful, Stable, Organized
I value home, family, and tradition

Caring, Concerned, Concrete
I am a natural preserver, a parent, a helper

In childhood...
✓ I wanted to follow the rules and regulations of the school.
✓ I understood and respected authority and was comfortable with academic routine.
✓ I was the easiest of all types of children to adapt to the education system.

In relationships...
✓ I am serious and tend to have traditional, conservative views of both love and marriage.
✓ I enjoy others who can work along with me, building secure, predictable relationships together.
✓ I demonstrate admiration through the practical things I do for the ones I love.

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

Leadership Style...
✓ 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

Symptoms of a Bad day...
✓ 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
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

In childhood...
✔ Of all types of children, I had the most difficult time fitting into academic routine.
✔ I learned by doing and experiencing rather than by listening and reading.
✔ I needed physical involvement in the learning process and was motivated by my own natural competitive nature and sense of fun.

In relationships...
✔ I seek a relationship with shared activities and interests.
✔ I like to explore new ways to energize the relationship.
✔ In a relationship, I need to be bold and thrive on physical contact.
✔ I enjoy giving extravagant gifts that bring obvious pleasure to special people in my life.

At work...
✔ I am bored and restless with jobs that are routine and structured.
✔ I am satisfied in careers that allow me independence and freedom, while utilizing my physical coordination and my love of tools.
✔ I view any kind of tool as an extension of myself.
✔ I am a natural performer.

Leadership Style...
✔ Expects quick action
✔ Works in the here and now
✔ Performance oriented
✔ Flexible approach
✔ Welcomes change
✔ Expects people to "make it fun"

Symptoms of a Bad day...
✔ Rudeness and defiance
✔ Breaking the rules intentionally
✔ Running away and dropping out
✔ Use of stimulants
✔ Acting out boisterously
✔ Lying and cheating
✔ Physical aggressiveness
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

In childhood...
✓ I appeared to be older than my years and focused on my greater interests, achieving in subjects that were mentally stimulating.
✓ I was impatient with drill and routine, questioned authority, and found it necessary to respect teachers before I could learn from them.

In relationships...
✓ I prefer to let my head rule my heart.
✓ I dislike repetition, so it is difficult for me to continuously express feeling. I believe that once feelings are stated, they are obvious to others.
✓ I am uneasy when my emotions control me; I want to establish a relationship, leave it to maintain itself, and turn my energies to my studies, work or other interests.

At work...
✓ I am conceptual and an independent thinker. For me, work is play.
✓ I am drawn to constant challenge in careers, and like to develop models, explore ideas, or build systems to satisfy my need to deal with innovation.
✓ Once I have perfected an idea, I prefer to move on, leaving the project to be maintained and supported by others.

Leadership Style...
✓ 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

Symptoms of a Bad day...
✓ Indecisiveness
✓ Refusal to comply or cooperate; the silent treatment
✓ Extreme aloofness and withdrawal
✓ Snobbish, put-down remarks, and sarcasm
✓ Perfectionism due to severe performance anxiety
✓ Highly critical attitudes toward yourself or others