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.
Peaceful Flexible Imaginative

I AM A NATURAL ROMANTIC, A POET, 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

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 Martin Luther King, Jr.
Emily Dickenson Dorothy (Wizard of Oz)
ORANGE

I ACT ON A MOMENTS 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

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 our 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 Amelia Earhart
Charlie Brown Garfield
Ernest Hemmingway Teddy Roosevelt
Winston Churchill Lucille Ball
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
Frank Lloyd Wright
Thomas Edison
Sherlock Holmes
Abe Lincoln
Madame Curie
Dwight Eisenhower
Eleanor Roosevelt
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  Luci (Peanuts)
Joan Rivers  Mr. Rogers
Santa Claus  Gerald Ford
George Washington  Nancy Reagan