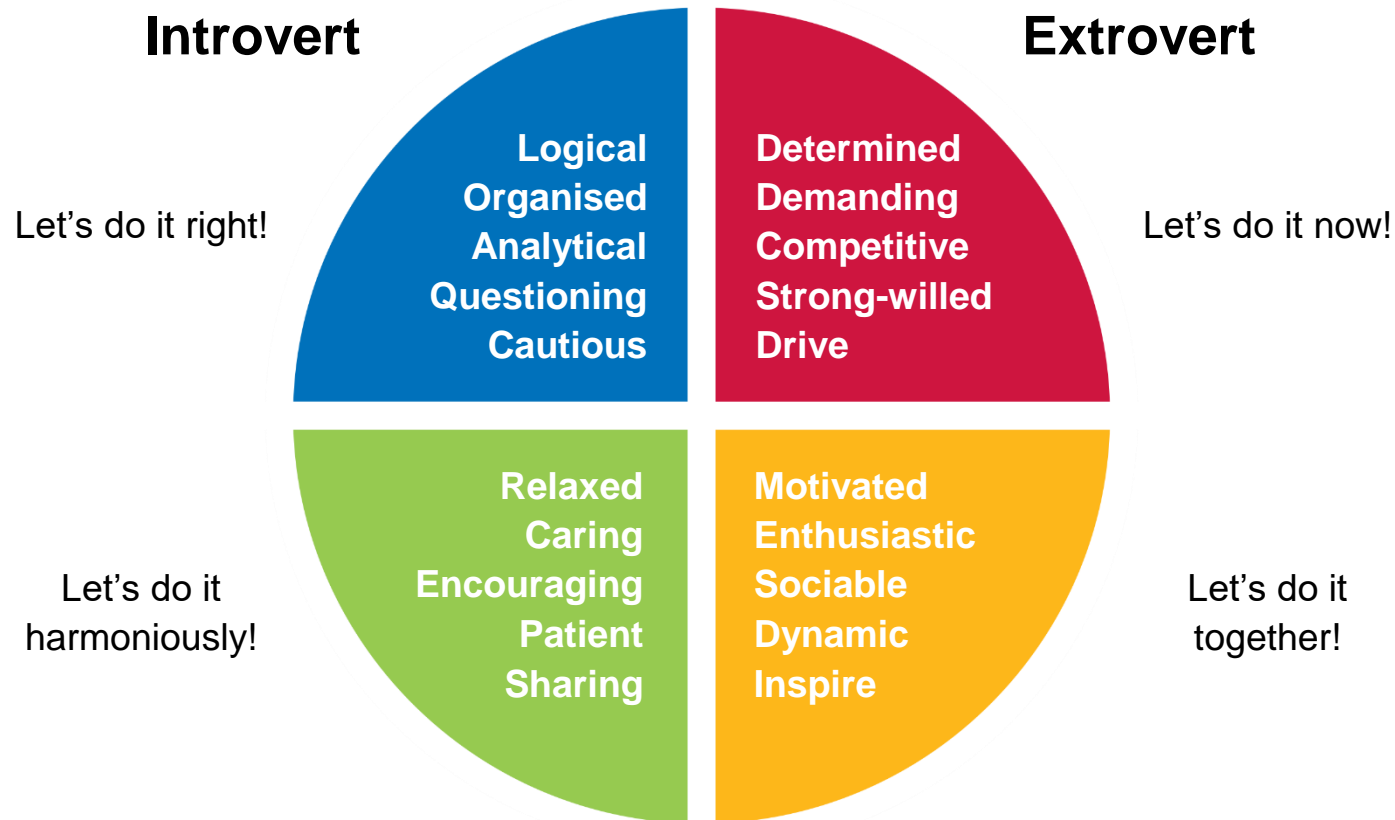


Well-led programme

Colours personality test



Which colour is your personality?

Circle one word or phrase per line that best describes you

1	self-confident	structured	sensitive	trusting
2	spontaneous	checks with others	dreamer	analytical
3	likes involvement	likes organization	likes being straightforward	likes to explore
4	stubborn	dictatorial	rebellious	easily offended
5	demanding	nurturing	persistent	quiet
6	joiner	likes to brainstorm	resists change	takes charge
7	cautious	overgenerous	harmonious	energetic
8	caring/helpful	outspoken	steadfast behaviour	mild mannered
9	believable	forceful	disciplined	possessive
10	daring	idealist	dutiful	playful
11	logical	contented	friendly	bold/audacious
12	"eager beaver"	imaginative	accurate/precise	well liked
13	reserved	inventive	charismatic	optimistic
14	authoritative	team worker	independent	traditional
15	talkative	restless	conscientious	modest/unassuming
16	leader	counsellor	designer	controller
17	meticulous	workaholic	supportive	self-directed
18	industrious	attentive to details	mental imager	positive thinker
19	task-oriented	people-oriented	idea-oriented	result-oriented
20	emotional	flexible/adaptable	likes recognition	particular
21	irritable	rigid	easily slighted	easily threatened
22	indirect	frank/candid	careful	strict
23	goal-oriented	capable	volunteers	schedule-oriented
24	excels in crisis	likes compliments	dry humour	avoids causing attention
25	likes watching people	strong-willed	enthusiastic	sets very high standards
26	very self-confident	cautious in friends	thorough	dresses in trendy ways
27	neat and tidy	looks good on outside	avoids conflicts	usually right

Tally sheet

1	red	green	blue	yellow
2	red	yellow	blue	green
3	yellow	green	red	blue
4	green	red	yellow	blue
5	red	yellow	green	blue
6	yellow	blue	green	red
7	green	blue	yellow	red
8	yellow	red	green	blue
9	yellow	red	green	blue
10	red	blue	green	yellow
11	green	blue	yellow	red
12	red	blue	green	yellow
13	green	blue	red	yellow
14	red	yellow	blue	green
15	yellow	red	green	blue
16	red	yellow	blue	green
17	green	red	yellow	blue
18	red	green	blue	yellow
19	green	yellow	blue	red
20	blue	yellow	red	green
21	red	green	blue	yellow
22	yellow	red	blue	green
23	red	blue	yellow	green
24	red	yellow	blue	green
25	blue	red	yellow	green
26	red	blue	green	yellow
27	green	yellow	blue	red

Totals: RED _____ YELLOW _____ BLUE _____ GREEN _____

What colour are you?

Our personalities can be divided into colours. Each colour has particular traits, and it is important for you to understand these traits. Not only will it help you to psychologically understand the person better, but it will aid how you interact with them. If you know how to get the best out of a person, you will see great results, and better still if you recognise what colour YOU are, you are able to advise people how to get the best out of you, your likes and dislikes, your strengths and your weaknesses.

RED personality traits

They are strong leaders, fast paced thinkers, risk takers, purposeful, drivers, strong-willed, less patient, obvious energy, formal overtly competitive, rational. You may recognise many of the qualities of the REDS are in many leaders as they take ownership, need to be fast paced in their thinking, take risks and be purposeful and confident with it.

Things RED's don't like

Don't waffle - remember, they are less patient and whatever you do, don't be vague or ramble on. They value time, so again don't waste their time, don't get too personal as REDS just like to stick to business, don't stray from purpose, these personality types are focused in their thinking, and don't ask irrelevant questions, they get impatient and it does not fit in with their rational thinking patterns. Lastly don't try to take control, REDS are natural leaders and like to feel they are in control.

How to interact with a RED Personality

Do get to business quickly, when interacting with a RED be succinct and precise, give them facts, and avoid the detail, talk to them about results and outcomes, they need to hear this to make quick decisions. Use their time efficiently, they are fast paced thinkers and tend to move quickly in their thoughts, great people to bounce ideas off, be confident when you talk to a red.

YELLOW personality traits

YELLOWS are the life and soul of the party, they are sociable, expressive, very imaginative and enthusiastic with it. YELLOWS are very informal, very optimistic and animated. Their imaginations can sometimes run away with them as they are very fast paced thinkers. YELLOWS are very relationship focused and are visionaries with obvious high energy.

Things YELLOW's don't like

YELLOWS don't like it when you suppress their opinions or get into intricate details. They are social animals and don't like it when you are too impersonal, business-like or task orientated, you need to weave this into the conversation. Don't try and inhibit their creativity, or appear aloof or detached.

How to interact with a YELLOW personality

Key to interacting with a YELLOW is to socialise before mentioning any business. To get into their good books talk about options and other people. Be enthusiastic and energetic when conveying your ideas over to them and be fast paced in delivering them. Offer your ideas and importantly use humour when doing so being sociable and acknowledge their input.

BLUE personality traits

BLUES are deep thinkers, analytical in nature, very detail focused and formal in their thinking. They can come across as being aloof, but are deliberate in their approach and systematic, precise and pays attention to detail. They like things in their place, and are very organised with good time management skills. They are sticklers for time and are capable of coming to their own conclusions without having examples of others pushed at them. They take their time in their thinking and are much slower paced than the reds or yellows. BLUES can come across as perfectionists due to their logical, systematic, precise and deliberate approach to problems or solutions. BLUES like to have all the facts, and then logically put together an answer that is suitable.

Things BLUE's don't like:

Don't come across as disorganised with a BLUE as they are very tidy. Try not to be late as they are sticklers for time keeping. Try not to be flippant or pushy with them. They don't like vagueness so make sure you have lots of detail and be prepared to have lots of questions thrown at you. Don't use testimonials or exaggerate claims as they do not fall for this, they are more facts and figures orientated. Don't be too emotional as they cannot handle emotions.

How to interact with a BLUE personality

Be well prepared when dealing with a BLUE personality, get into detail as they love to get all the facts in their mind. Be factual, specific and logical with your approach. Listening is important to a BLUE so listen carefully to what they have to say, as they verbalise their thoughts through questioning thoroughly. Give them time to respond as they are slower paced thinkers. Be formal in your approach as they are very businesslike.

GREEN personality traits

Cool laid back relaxed and patient best describes the personality traits of the GREEN. They are easy to get along with and very informal in their approach. They are social and focus on relationships so can come across as emotional. They are much slower paced in their thinking and are very democratic people. They are very understanding, and agreeable. They say yes, but mean no? The green is the go between for the reds and yellows who are much faster paced. They act as the facilitator to conflicts.

Things GREEN's don't like

Don't be pushy or put them on a spot, GREENS absolutely hate this. Don't try and dominate the discussion or rush things and they do not like

when you decide for them so try to avoid this. Don't be abrupt, explain in full and do not make wild claims or demands. They can also tell if you are insincere, so try not to be.

How to interact with a GREEN personality

Be friendly and show genuine interest in them, chat before going into business. It is important to develop trust first, be informal and non-threatening. However, be alert for non-verbal signs of concern, remember they say yes but mean no, but their body language will alay this. If you notice any non-verbal signs of concern, uncover their needs with open questions. Allow them to weigh things up for themselves.

Finally...

Know you have a synopsis of all the colours, they can be useful if you can work out who in your team is a particular colour, you will now know how to get the best out of them and what to do not to get their backs up. We all have a mix of these colors in us, but one particular color may stand out more than most, this is known as your dominant colour and is more your true personality.