

COLOR ATTRIBUTES

	ORANGE	GOLD	GREEN	BLUE
They like to be Appreciated for:	Creativity, cleverness	Accuracy, thoroughness	Ideas, intelligence	Unique contributions
At work they are:	Flexible	Procedural	Pragmatic	A catalyst
Their core need is:	Freedom	Social belonging	Competency	Self-actualization
They are esteemed by:	Recognition	Being of service	Finding insights	Helping people
Key characteristics:	Skillfulness	Responsibility	Ingenuity	Authenticity
They take pride in:	Making an impact	Being dependable	Their competence	Their empathy
They are stressed by:	Restrictions	Rejection	Inadequacy	Feeling artificial
They strive/seek from others:	Freedom	Justice	Insight	Love/harmony
They support/foster:	Recreation, fun	Institutions	Invention	Personal growth
Their specialty is:	Energy	Results	Strategy	Relationships
They trust:	Chance	Authority	Logic	Intuition
In management, they are:	The troubleshooter	The traditionalist	The visionary	The Catalyst
They strive for and seek:	Freedom	Jurisdiction	Insight	Love/harmony
They have intrinsic intelligence:	With senses	With material/data	With Strategy	With people
They dislike:	Ineptness, clumsiness	Disobedience	Injustice	Hypocrisy
They feel guilty when they:	Act cowardly	Become greedy	Lack will power	Let someone down
They become irritated when:	Told how to do things	Others are not using the rules and regulations	Others become illogical	They are treated impersonally
They nurture:	Competitiveness	Helpfulness	Technological insights	A vision of a better world

SELF and EXTERNAL Perceptions



True Colors

“Self-Perceptions”

Orange

Oranges may see self as:



Fun-loving
Spontaneous
Flexible/Adaptable
Proficient/Capable
Hands-on/Practical
Good Negotiator
Problem-solver
Multi-tasking
Curious/Open
Effective in Chaos

“External Perceptions”

Orange

Others may see Orange as:

Irresponsible
Scattered
Overly Playful
Rule Breaker
Manipulative
Cluttered
Uncontrollable
Resistant to Closure
Indecisive
Unable to “Stay on Task”
Undependable



“Self-Perceptions”

Gold

Gold may see self as:



Stable
Dependable
Efficient
Realistic
Decisive
Good Planner
Orderly/Organized
Punctual
Goal Oriented
Needing Closure

“External Perceptions” Gold

Others may see Gold as:

Rigid
Controlling
Stubborn
Opinionated
Judgmental
Autocratic
System-bound
Predictable
Unimaginative



“Self-Perceptions” Blue

Blue may see self as:

Warm

Compassionate

Spiritual

Idealistic

Unselfish

Empathetic

Affirming

Caretaker

Communicator

Promoting Growth/Well-being



“External Perceptions” Blue

Others may see Blue as:

Overly Emotional

Tender Hearted

Naïve

Touchy-Feely

Smothering

Soft

Pushovers

Pleasers

Too Talkative



“Self-Perceptions” Green



Green may see self as:

Intellectual

98% Right

Powerful

Objective

Precise

Able to Find Flaws

Reasonable/Rational

Calm/Under Control

Firm-minded

Able to Reprimand

“External Perceptions” Green

Others may see Green as:

Overbearing

Uncaring

Unrealistic

Critical

Emotionally Controlled

Devaluing Relational Dynamics

Lacking Compassion

Unappreciative of Others

Stingy with Praise

