

Word Choice Activity

1. Circle ONE word in each box that best describes you. Do not think too long or hard about your response - go with your first instinct.
2. To tabulate your score add the number of responses in the row and enter in the corresponding letter box at the right of the table. Example: if you circled "receptive - intelligent - logical" you would have a score of one (1) in A and two (2) in C.
3. Then add the columns for the total score in each letter box

			A				
A	Receptive	Genuine	Agreeable		B		
B	Practical	Responsible	Established			C	
C	Complex	Intelligent	Logical				D
D	Easily bored	Spontaneous	Active				
			A				
A	Tender	Devoted	Open		B		
B	Faithful	Conservative	Reliable			C	
C	Calm	Abstract	Curious				D
D	Impulsive	Energetic	Bold				
			A				
A	Cooperative	Romantic	Friendly		B		
B	Sensible	Efficient	Trustworthy			C	
C	Innovative	Cool	Inventive				D
D	Broad-minded	Skilled	Daring				
			A				
A	Good-natured	Sincere	Easy-going		B		
B	Organized	Patriotic	Dependable			C	
C	Ingenious	Work-is-play	Academic				D
D	Qualified	Adventurous	Competent				
			A				
A	Sympathetic	Nurturing	Creative		B		
B	Stable	Loyal	Traditional			C	
C	Conceptual	Proficient	Original				D
D	Tolerant	Competitive	Enterprising				

Totals

A	B	C	D

Tips for Communicating Using True Colors

Communicating with Blues:

Blues often will weave what they have so say into a relationship endeavor. People, relationships and fostering a healthy and supportive experience is important to them.

- * Acknowledge them
- * Show appreciation
- * Include them
- * Have patience
- * Request help, don't "bark" orders

Communicating with Oranges:

Oranges want to share their opinion the minute it hits their mind. They are interested in "doing" and "taking action".

- * Use "sound bites"
- * Move with them while they "multi-task"
- * Appreciate their "flair"
- * Provide them with options and flexibility
- * Lighten up - don't be so serious

Communicating with Greens:

During communication, their attention is focused on the matter at hand, not on the relationship. They communicate for the purpose of gaining and sharing information.

- * Give them time to ponder
- * Skip the small talk - get down to business
- * Avoid redundancy
- * Give your "big picture" first, then fill in details later
- * Be brief and "check for understanding"
- * Don't misinterpret their need for information as interrogation

Communicating with Golds:

Golds are generally respectful and responsible. They listen for details so they know what their part is. Before responding, they will size up the situation.

- * Be prepared, give details
- * Stay on target, be consistent
- * Show respect
- * Don't interrupt
- * Give recognition for their contributions

The Meaning Behind True Colors

BLUE - The driving force of Blues are Relationships. Blues tend to determine how their decisions will affect the people involved and have as a primary goal keeping a team together and ensuring harmony in a group. Often put the needs of others before their own.

Attributes:

Friendly
Helpful
Considerate
Compassionate
Emotional
Affectionate
Fairness

ORANGE - The driving force of Oranges is to squeeze the juice out of each moment. They are risk-takers, opportunistic and like freedom. They will jump in and DO, often without care about details or planning. Rules are viewed as guidelines. They want to make an immediate impact. Rarely see possibility of failure.

Attributes:

Active
Take charge
Competitive
Spontaneous
Performers
Entertaining

GREEN - Their driving force is competency. They are curious and thirst for answers, knowledge and information. Often they are visionaries who like to improve things. They like to come up with solutions and systems or processes that improve performance. Often prefer to keep their emotions to themselves.

Attributes:

Problem solvers
Strategists
Independent
Tenacious
Witty
Logical and Analytical
Creative and Ingenious

GOLD - Their driving force is responsibility. They want to do things the right way following established standards. They are cautious, methodical, conscientious and dependable. People find them predictable. They make sense of the present based on experience of the past.

Attributes:

Prepared
Reliable
Detail oriented
Organized
Factual or Accurate
Time oriented
Practical