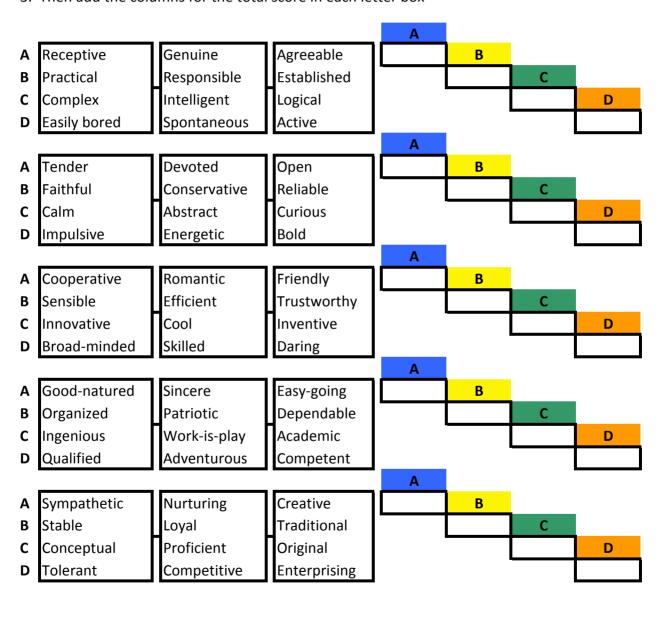
Word Choice Activity

- 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



Totals

DO NOT DISTRIBUTE OUTSIDE UA

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.

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:

Friendly
Helpful
Considerate
Compassionate
Emotional
Affectionate
Fairness

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.

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:

Problem solvers
Strategists
Independent
Tenacious
Witty
Logical and Analytical

Attributes:

Prepared
Reliable
Detail oriented
Organized
Factual or Accurate
Time oriented

Practical

Creative and Ingenious