

This is a simple personality test to determine the "color" of an individual's personality.

First, describe yourself. Listed below are groups of words. On each row (separated by the lines shown), score each group using a scale of 1 (least like you) to 4 (most like you). Each row should have a 1, 2, 3, and 4.

Real	Loyal	Flexible	Active
Agreeable	Traditional	Resourceful	Spontaneous
Caring	Responsible	Capable	Daring
Unique	Practical	Curious	Practical
Affectionate	Dependable	Conceptual	Impatient
Open	Sensible	Knowledgeable	Competitive
Devoted	Parental	Theoretical	Realistic
Sensitive	Reasonable	Questioning	Open-minded
Poetic	Organized	Creative	Adventuresome
Tender	Concerned	Determined	Opportunistic
Many ideas	Methodical	Complex	Impulsive
Dramatic	Cooperative	Calm	Fun
Energetic	Orderly	Thinking	Exciting
Sympathetic	Conventional	Principled	Courageous
Warm	Caring	Rational	Skillful
BLUE →	GOLD →	GREEN →	ORANGE →

### Scoring

Total each column.

- Your highest score indicates your primary color, or "brightest color."
- The lowest score represents the color that is least like you.

Move onto the second page to see an overview of what each color means.

cy wakeman

**EXPLANATION OF THE COLOR CODE....****ORANGE**

I am...

- Adventurousome
- Competitive
- Skillful
- Spontaneous

*I need to be free to act on a moment's notice, to use my skills and have fun.*

- At WORK, I am bored and restless with routine jobs. I am satisfied in careers that give me independence and freedom. I want to use my physical coordination. I love tools. I see tools as an extension of self. I am a natural performer.
- In LOVE, I seek a relationship with shared interests. I like to explore new ways to energize the relationship. As a lover, I need to be bold. I thrive on physical contact. I enjoy buying gifts that bring pleasure to my loved ones.
- In CHILDHOOD... Of all types of children, I was the most difficult to fit into academic routine. I learned by doing and experiencing, rather than listening and reading. I needed physical involvement in the learning. I was motivated by my own natural competitive nature and sense of fun.

**GREEN**

I am...

- Curious
- Logical
- Inventive
- Conceptual

*I need freedom to pursue knowledge and understanding.*

- At WORK, I am conceptual and an independent thinker. For me, work is play. I am drawn to constant challenge in my career. I like to explore ideas and develop models. I need to deal with new and different things. Once I have perfected an idea, I prefer to move on. I like to leave the project to be maintained by others.
- In LOVE, I let my head rule my heart. I dislike repetition. It is difficult for me to always express feelings. I believe that once I state my feelings, they are obvious. I am uneasy when my emotions control me. I want to establish a relationship, then leave it to maintain itself. I want to turn my energies back to my career.
- In CHILDHOOD, I acted older than my years. I focused on my greatest interests. I achieve in subjects that were mentally stimulating. I was impatient with routine. I questioned authority. I had to respect teachers before I could learn from them.

**BLUE**

I am...

- Warm
- Compassionate
- Communicative
- Feeling

*I want to find ways to make my life count.*

- At WORK, I have a strong desire to help others. I often work in the arts, in communications, in education, or in the helping professions. I am good at motivating others.
- In LOVE, I seek warm and close relationships. I am a true romantic. I believe in perfect love that lasts forever. I enjoy the symbols of romance, such as flowers, candlelight, and music. I cherish the small gestures of love.
- In CHILDHOOD, I was extremely imaginative. I found it difficult to fit into the structure of school life. I reacted with great sensitivity to discord or rejection. I sought recognition. I responded to encouragement rather than to competition.

**GOLD**

I am...

- Responsible
- Helpful
- Sensible
- Dependable

*I value home, family, and traditions.*

- At WORK, I provide stability. I can maintain organization. My ability to handle details and to work hard makes me the backbone of many organizations. I believe that work comes before play. I work overtime to complete the job.
- In LOVE, I am serious. I tend to have traditional views of both love and marriage. I want a mate who can work along with me. I want us to build a secure, predictable life together. I demonstrate love and affection through the practical things I do for my loved ones.
- In CHILDHOOD, I wanted to follow the rules of the school. I understood and respected authority. I was comfortable with academic routine. Of all types of children, I adapted most easily to the educational system.

**TIPS FOR WORKING WITH DIFFERENT PERSONALITY TYPES...****FOR ORANGES**

- Shorten the process whenever possible
- Make direct eye contact
- Speak at a fast pace
- Get down to business quickly
- Arrive on time and do not linger
- Be clear, specific, and brief
- Do not over-explain or ramble
- Use humor
- Appeal to their vanity
- Recognize them and call them by name

**FOR BLUES**

- Make eye contact but look away periodically
- Speak at a moderate pace and with a softer voice
- Do not use a harsh tone of voice or language
- Ask them for their ideas and opinions
- Do not try to counter their ideas with logic only
- Encourage them to express any doubts or concerns
- Avoid putting excess pressure on them to make a decision
- Mutually agree on all goals, action plans, and completion dates

**FOR GREENS**

- Emphasize rational, objective aspects of what you are discussing
- Give them details of the process involved in policies and actions
- Be more formal in your speech and manners
- Present ideas with pros and cons as well as options
- Do not overstate the benefits of something
- Follow up in writing
- Be on time and keep it brief

**FOR GOLDS**

- Look and act professional at all times
- Stick to business at hand
- Maintain direct eye contact
- Handle their concern in an orderly fashion with no meandering
- Let them know the procedure up front
- Implement time-saving and user-friendly ways of dealing with them
- Let them lead the conversation and direct you
- Show how your approach has little risk

cy wakeman