



## THE COLORS IN A NUTSHELL

	<b>GOLD</b>	<b>BLUE</b>	<b>GREEN</b>	<b>ORANGE/RED</b>
<b>Basic Need</b>	Order	Authenticity	Rationality	Freedom
<b>Strongest Values</b>	Service Responsibility	Honesty Empathy	Objectivity Integrity	Action Individuality
<b>Key Experience</b>	Judgment	Emotion	Logic	Sensation
<b>Learning Style</b>	Concrete Organized Practical	Enthusiastic Cooperative Participatory	Independent Data-Based Analytical	Hands-On Skill-Based Physically Active
<b>Greatest Joys</b>	Accomplishment Service Recognition	Spiritual Insight Intimacy Love	Wisdom Discovery Innovation	Skill in Action Excitement Victory
<b>Troubled By</b>	Disorder Instability Lack of Responsibility	Disharmony Dishonesty Lack of Feeling	Illogic Injustice Sentimentality	Authority Regulations Pomposity
<b>Encouraged By</b>	Recognition of Contribution	Appreciation Emotional Support	Affirmation of Intelligence	Freedom Respect Applause
<b>Style in Groups</b>	Organization Commitment Follow-Through	Communication Inspiration Cooperation	Analysis Ingenuity Independence	Physical Skill Creative Energy Playfulness
<b>On the Job</b>	Stability Organization	Support Enthusiasm	Ingenuity Pragmatism	Energy Innovation
<b>Personal Style when Upset</b>	Overload Rigidity Bossiness	Moodiness Volatility Dreaminess	Indecisiveness Superiority Coldness	Carelessness Quick Temper Impulsiveness