



COLOUR PROFILE OVERVIEW

The four basic behavioural types at a glance

Strengths:

Detailed & thorough
Air of competence
Asks penetrating questions

Possible weaknesses:

Difficult to get to know at first
Over-critical
Overlooks others' feelings
Focuses on minor details

You need to:

Explain things logically, give plenty of detail
Have time to reflect before responding

You need others to:

Be objective & provide facts and details
Be rational and logical

You do NOT need or appreciate:

Too much closeness or physical contact
Flippancy or haste

Stress might lead you to:

Require nit-picking detail
Become aloof and withdrawn
Expect perfection in all things

Strengths:

Building deep, long-term relationships
Listening with sincerity
Reliability

Possible weaknesses:

Slow to adapt to change
Difficulty making an immediate decision
Avoidance of conflict & stubbornness

You need to:

To work at your own pace and consider others in your decision making
Time to reflect before giving an opinion

You need others to:

Be patient
Show that they are being supportive
Take things slowly and steadily

You do NOT need or appreciate:

Directness
Being pushed into quick decisions
Showing too much enthusiasm

Stress might lead you to:

Silence, withdrawal or dig your heels in
Worry lots and doubt yourself

Strengths:

Decisiveness & Determination
Focus
Action-orientation

Possible weaknesses:

Impatience & Pushing too hard
Not involving others in decisions
Lack of tact and diplomacy

You need to:

Know that the conversation is getting somewhere
Feel in control

You need others to:

Be direct and preferably brief
Focus on outcomes

You do NOT need or appreciate:

Hesitation and procrastination
Talking about feelings too much
Someone else taking over

Stress may lead you to:

Impatience or irritability
Aggression and make unreasonable demands

Strengths:

Quick to build relationships
Friendly and sociable
Adaptable & Imaginative

Possible weaknesses:

Lacking focus & too casual for some
Poor planning and follow up
Can lose interest easily

You need to:

Be friendly and sociable
Have fun
Enjoy other people's company

You need others to:

Recognise what you do and who you are
Be open flexible and friendly

You do NOT need or appreciate:

Excessive detail, which you find boring
Routine, which you will find restrictive
Being left to do things on your own

Stress might lead you to:

Over-react
Become petulant
Be excitable or behave in a frantic way