

## The Insights Colour Energies Overview of Understanding Others



**Cool Blue**



**Earth Green**



**Sunshine Yellow**



**Fiery Red**

<b>Personality preference</b>	Indirect Non-Emotive	Indirect Emotive	Direct Emotive	Direct Non-Emotive
<b>Jung equivalent</b>	Introverted Thinking	Introverted Feeling	Extroverted Feeling	Extroverted Thinking
<b>Appears</b>	Formal Conservative	Casual Conforming	Fashionable Stylish	Businesslike Functional
<b>Work preferences</b>	Structured Organised Formal	Personal Friendly Informal	Stimulating Cluttered Friendly	Busy Formal Efficient
<b>Style</b>	Slow/Systematic	Slow/Easy	Fast/Spontaneous	Fast/Decisive
<b>Focus</b>	The Task: the Process	Maintaining relationships	Interacting / Relationships	The Task: the Results
<b>Fears</b>	Embarrassment	Confrontation	Loss of prestige	Loss of control
<b>Under tension will</b>	Withdraw / Avoid	Submit / Acquiesce	Attack / Be sarcastic	Dictate / Assert
<b>Likes</b>	Accuracy	Personal attention	Recognition	Productivity
<b>Is concerned with</b>	How they logically justify	How it affects them personally	How it enhances their status	What it does, by when, the cost
<b>Seeks security in</b>	Preparation	Relationships	Flexibility	Control
<b>Wants to maintain</b>	Credibility	Close network	Status	Success
<b>Help support</b>	Analysis	Warmth	Relationships	Objectives
<b>Seeks to achieve acceptance through</b>	Correctness Thoroughness	Conforming Loyalty	Playfulness Stimulating the environment	Leadership Competitiveness
<b>Likes you to be</b>	Precise	Pleasant	Outgoing	Brief
<b>Wants to be</b>	Correct	Liked	Admired	In control
<b>Is irritated by</b>	Surprises Unpredictability	Insensitivity Impatience	Boredom Routine	Inefficiency Indecision
<b>Measures personal worth by:</b>	Precision Accuracy Activity	Compatibility with others Deep relationships	Recognition Applause Compliments	Results Track record Measurable process
<b>Decisions are</b>	Paced & deliberate	Considered	Spontaneous	Quick & decisive



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