

The Colour Energies



Overview of Understanding Others

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