

## General Color Characteristics

BLUE	
<ul style="list-style-type: none"><li>• Relationship oriented</li><li>• Optimistic</li><li>• Romantic</li><li>• Sensitive to needs of others</li><li>• Concerned with feelings</li></ul>	<ul style="list-style-type: none"><li>• Motivates and encourages others</li><li>• Cooperative rather than competitive</li><li>• Authentic</li><li>• Nurturing</li><li>• Harmonious</li></ul>

GREEN	
<ul style="list-style-type: none"><li>• Strategic</li><li>• Intellectual</li><li>• Analytical</li><li>• Need for independence</li><li>• Perfectionist</li><li>• Problem solver</li></ul>	<ul style="list-style-type: none"><li>• Can never know enough</li><li>• Calm, collected</li><li>• Philosophical</li><li>• Objective</li><li>• Innovative</li><li>• Global</li></ul>

GOLD	
<ul style="list-style-type: none"><li>• Planner</li><li>• Sensible</li><li>• Needs structure</li><li>• Responsible</li><li>• Detail-oriented</li><li>• Values tradition</li></ul>	<ul style="list-style-type: none"><li>• Helpful &amp; trustworthy</li><li>• Values rules &amp; authority</li><li>• Organized</li><li>• Punctual</li><li>• Routine oriented</li></ul>

ORANGE	
<ul style="list-style-type: none"><li>• Intuitive</li><li>• Resourceful</li><li>• Spontaneous</li><li>• Charge-ahead attitude</li><li>• Pushes boundaries</li><li>• Tests limits / risk taker</li><li>• Need for mobility (mentally and physically)</li></ul>	<ul style="list-style-type: none"><li>• Appreciates immediate feedback</li><li>• Trouble-shooter</li><li>• Competitive</li><li>• Adventurous</li><li>• Appreciates immediate</li><li>• Nonconformist</li><li>• Prefers informal environments</li></ul>

## Causes of Stress, & Common Responses

BLUE Stressors	BLUE Responses to High Stress
<ul style="list-style-type: none"><li>• Placing “the system” as a priority over the people in it.</li><li>• Conflict</li><li>• Rejection</li><li>• Negative criticism</li><li>• Being compared to others, not evaluated as an individual.</li><li>• Saying “no”</li></ul>	<ul style="list-style-type: none"><li>• Attention-getting types of misbehavior</li><li>• Lying to save face</li><li>• Withdrawal</li><li>• Fantasy, day-dreaming</li><li>• Crying and depression</li><li>• Passive resistance</li><li>• Yelling</li></ul>
GREEN Stressors	GREEN Responses to High Stress
<ul style="list-style-type: none"><li>• Lack of independence</li><li>• Lack of mental stimulation</li><li>• Incompetence (self &amp; others)</li><li>• Inability to use or display knowledge</li><li>• Lack of options</li><li>• Subjective judgment</li><li>• Policies / procedures that block progress</li></ul>	<ul style="list-style-type: none"><li>• Indecisiveness</li><li>• Refusal to comply or cooperate</li><li>• Extreme aloofness and withdrawal</li><li>• Snobbishness, put-down remarks, sarcasm</li><li>• Refusal to communicate; silent treatment</li><li>• Perfectionism due to severe performance anxiety</li><li>• Highly critical attitude towards self and others</li></ul>
GOLD Stressors	GOLD Responses to High Stress
<ul style="list-style-type: none"><li>• Ambiguous demands</li><li>• Lack of follow through</li><li>• Unclear expectations, lack of rules</li><li>• Disorganization</li><li>• Irresponsibility of others</li><li>• Changing details</li><li>• Breaking away from established routine</li><li>• Interruptions</li></ul>	<ul style="list-style-type: none"><li>• Complaining and self-pity</li><li>• Anxiety and worry</li><li>• Depression</li><li>• Fatigue</li><li>• Psychosomatic problems</li><li>• Malicious judgment about self or others</li><li>• Authoritarianism</li></ul>
ORANGE Stressors	ORANGE Responses to High Stress
<ul style="list-style-type: none"><li>• Rules</li><li>• Responsibility / lack of freedom</li><li>• Indecisiveness</li><li>• Redundancy</li><li>• Structure</li><li>• Deadlines</li><li>• Emphasis on process over results</li></ul>	<ul style="list-style-type: none"><li>• Rudeness and defiance</li><li>• Breaking the rules intentionally</li><li>• Running away / dropping out</li><li>• Use of stimulants</li><li>• Acting out boisterously</li><li>• Lying and cheating</li><li>• Physical aggressiveness</li></ul>

## Reframing: Common Perceptions by Others and Self

### BLUE

Others may perceive Blue as:	Blue may perceive self as:
<ul style="list-style-type: none"><li>➤ Very emotional</li><li>➤ Overly sensitive</li><li>➤ Tender-hearted</li><li>➤ Easily persuaded</li><li>➤ Overly nice</li><li>➤ Too trusting</li><li>➤ Smothering</li><li>➤ Soft</li><li>➤ Giving</li><li>➤ Talking too much</li><li>➤ Illogical</li></ul>	<ul style="list-style-type: none"><li>➤ Valuing feelings</li><li>➤ Compassionate</li><li>➤ Romantic</li><li>➤ Idealistic</li><li>➤ Empathetic</li><li>➤ Caring</li><li>➤ Seeing best in others</li><li>➤ Nurturing</li><li>➤ Liking to please people</li><li>➤ Wanting harmony</li><li>➤ Great communicator</li></ul>

### GREEN

Others may perceive Green as:	Green may perceive self as:
<ul style="list-style-type: none"><li>➤ Arrogant, a know it all</li><li>➤ Cold, hard</li><li>➤ Insensitive</li><li>➤ Head in the clouds</li><li>➤ Cool, aloof, unfeeling</li><li>➤ Afraid to open up</li><li>➤ Critical</li><li>➤ Lacking compassion</li><li>➤ Unappreciative of others</li><li>➤ Intellectually demanding</li><li>➤ Argumentative</li><li>➤ Confident</li></ul>	<ul style="list-style-type: none"><li>➤ Confident</li><li>➤ Mentally tough, strong</li><li>➤ Logical, rational</li><li>➤ Visionary, inventive</li><li>➤ Self-controlled</li><li>➤ Enjoying one's own company</li><li>➤ Good at analysis</li><li>➤ Objective</li><li>➤ Having ability to reprimand</li><li>➤ Having high expectations</li><li>➤ Knowledgeable</li><li>➤ Thinking deeply</li></ul>

## Reframing: Common Perceptions by Others and Self

### GOLD

Others may perceive Gold as:	Gold may perceive self as:
<ul style="list-style-type: none"><li>➤ Rigid, inflexible</li><li>➤ Controlling</li><li>➤ Too serious</li><li>➤ Resistant to change</li><li>➤ Opinionated</li><li>➤ System-bound</li><li>➤ Organized</li><li>➤ Judgmental</li><li>➤ Boring</li><li>➤ Dependable</li><li>➤ Predictable</li><li>➤ Autocratic</li></ul>	<ul style="list-style-type: none"><li>➤ Consistent</li><li>➤ Providing structure</li><li>➤ Goal-oriented</li><li>➤ Firm or traditional</li><li>➤ Knowing right from wrong</li><li>➤ Loyal to organization</li><li>➤ Realistic</li><li>➤ Decisive, seeking closure</li><li>➤ Dependable</li><li>➤ Concerned about security</li><li>➤ Following a routine</li><li>➤ Having leadership ability</li></ul>

### ORANGE

Others may perceive Orange as:	Orange may perceive self as:
<ul style="list-style-type: none"><li>➤ Goofing off too much</li><li>➤ Manipulative</li><li>➤ Untrustworthy</li><li>➤ Unable to stay on task</li><li>➤ Scattered</li><li>➤ Taking unnecessary risks</li><li>➤ Resisting closure or decisions</li><li>➤ Obnoxious</li><li>➤ Immature</li><li>➤ Self-centered</li></ul>	<ul style="list-style-type: none"><li>➤ Flexible, easy-going</li><li>➤ Having a playful attitude</li><li>➤ Exploring new possibilities</li><li>➤ Clever, good negotiator</li><li>➤ Open to change</li><li>➤ Having many interests</li><li>➤ Able to do many things</li><li>➤ Adventurous</li><li>➤ Valuing freedom</li><li>➤ Bold, assertive</li><li>➤ Fun-loving, enjoying life</li><li>➤ Independent</li></ul>

## Students

<b>BLUE</b> <ul style="list-style-type: none"><li>• Perform best in an open, interactive atmosphere.</li><li>• Like to feel the instructor cares about them.</li><li>• Thrives in a humanistic, nurturing, people-oriented environment.</li><li>• Enjoys feedback, positive reinforcement, and reassurance.</li><li>• Flourished in an atmosphere of cooperation.</li><li>• “Turns off” when conflicts arise.</li><li>• Needs to feel the teacher values and respects their feelings.</li><li>• Sensitive to rejection and conflict</li><li>• Imaginative and abstract</li><li>• Words well in groups</li></ul>	<b>GREEN</b> <ul style="list-style-type: none"><li>• Perform best working independently.</li><li>• Perform best when exposed to overall theory or rationale.</li><li>• Intellectually aroused by new ideas and concepts.</li><li>• Enjoy interpreting ideas and concepts before adding them to their knowledge bank.</li><li>• Enjoy recognition and appreciation of their competence.</li><li>• Tend to be logical and theoretical</li><li>• Driven to understand</li><li>• Needs to be challenged</li><li>• Curious and conceptual</li></ul>
<b>GOLD</b> <ul style="list-style-type: none"><li>• Performs best with structure.</li><li>• Course content should be well structured and clearly defined.</li><li>• Abstract ideas and concepts are secondary until they are plainly presented with fundamentals.</li><li>• Need to be told when they are on the correct track.</li><li>• Value rules and direction.</li><li>• Respects rules and authority.</li><li>• Emphasizes punctuality and dependability.</li><li>• Thinks problems through before making a decision.</li><li>• Thrives on routine and orderliness.</li><li>• Has a strong sense of right and wrong.</li></ul>	<b>ORANGE</b> <ul style="list-style-type: none"><li>• Performs well in, and enjoys competition, especially when active</li><li>• Prefer non-structured, spontaneous presentations / experiences</li><li>• Are gratified by immediately putting to use what they learn</li><li>• Learn by doing, hands-on</li><li>• Thrives on immediate results / feedback</li><li>• Competitive and physical</li><li>• Acts impulsively</li></ul>

## Educators

<b>BLUE</b> <ul style="list-style-type: none"><li>• Student-oriented</li><li>• Naturally nurturing, motivate student growth &amp; integrity</li><li>• Value involving students in the decision making process</li><li>• Often assigns group projects &amp; uses interactive discussion as a teaching tool</li></ul>	<b>GREEN</b> <ul style="list-style-type: none"><li>• Subject-oriented</li><li>• Ability to expand knowledge and skills of students</li><li>• Often take a cause &amp; effect approach to develop reasoning abilities in students</li><li>• Make a continuous effort to develop educational skills &amp; competencies</li><li>• Seek answers to the unknown and encourage students to do the same</li></ul>
<b>GOLD</b> <ul style="list-style-type: none"><li>• Institution Oriented</li><li>• Enjoy teaching responsibility &amp; accountability</li><li>• Often delegate specific classroom duties</li><li>• Tend to run an orderly, rules-oriented, organized classroom</li><li>• Often very involved on school boards and functions</li></ul>	<b>ORANGE</b> <ul style="list-style-type: none"><li>• Action Oriented</li><li>• Promote spontaneity &amp; freedom of expression</li><li>• Prefer hands-on instruction</li><li>• Enjoy dynamic programs, often with use of video, group discussion, contests, &amp; minimal lecture</li></ul>