



Color Code Personality Test

Discover How You Relate To Others

This personality test is designed to help you understand not only what you do, but why you do what you do. There are four different "colors," or personality types, and each personality interacts with others in a unique way.

Section 1: *Mark the letter that corresponds with how you would describe yourself:*

- | | | |
|---|---|---|
| 1. a. opinionated
b. nurturing
c. inventive
d. outgoing | 11. a. determined
b. detail conscious
c. a good listener
d. a party person | 21. a. logical
b. emotional
c. agreeable
d. popular |
| 2. a. power-oriented
b. perfectionist
c. indecisive
d. self-centered | 12. a. demanding
b. unforgiving
c. unmotivated
d. vain | 22. a. always right
b. guilt prone
c. unenthusiastic
d. uncommitted |
| 3. a. dominant
b. sympathetic
c. tolerant
d. enthusiastic | 13. a. responsible
b. idealistic
c. considerate
d. happy | 23. a. pragmatic
b. well-behaved
c. accepting
d. spontaneous |
| 4. a. self-serving
b. suspicious
c. unsure
d. naïve | 14. a. impatient
b. moody
c. passive
d. impulsive | 24. a. merciless
b. thoughtful
c. uninvolved
d. a show off |
| 5. a. decisive
b. loyal
c. contented
d. playful | 15. a. strong-willed
b. respectful
c. patient
d. fun-loving | 25. a. task oriented
b. sincere
c. diplomatic
d. lively |
| 6. a. arrogant
b. worry prone
c. silently stubborn
d. flighty | 16. a. argumentative
b. unrealistic
c. directionless
d. an interrupter | 26. a. tactless
b. hard to please
c. lazy
d. loud |
| 7. a. assertive
b. reliable
c. kind
d. sociable | 17. a. independent
b. dependable
c. even-tempered
d. trusting | 27. a. direct
b. creative
c. adaptable
d. a performer |
| 8. a. bossy
b. self-critical
c. reluctant
d. a teaser | 18. a. aggressive
b. frequently depressed
c. ambivalent
d. forgetful | 28. a. calculating
b. self-righteous
c. self-deprecating
d. disorganized |
| 9. a. action-oriented
b. analytical
c. easygoing
d. carefree | 19. a. powerful
b. deliberate
c. gentle
d. optimistic | 29. a. confident
b. disciplined
c. pleasant
d. charismatic |
| 10. a. critical of others
b. overly sensitive
c. shy
d. obnoxious | 20. a. insensitive
b. judgmental
c. boring
d. undisciplined | 30. a. intimidating
b. careful
c. unproductive
d. afraid to face facts |



Section 2: *Mark the letter that corresponds with how you would describe your behavior in each situation:*

31. If I applied for a job, a prospective employer would most likely hire me because I am:
- Driven, direct, and delegating
 - Deliberate, accurate, and reliable
 - Patient, adaptable, and tactful
 - Fun-loving, spirited, and casual
32. When involved in an intimate relationship, if I feel threatened by my partner I:
- Fight back with facts and anger
 - Cry, feel hurt, and plan revenge
 - Become quiet, withdrawn, and often hold in anger until I blow up over some minor issue later
 - Distance myself and avoid further conflict
33. For me, life is most meaningful when it's:
- Task oriented and productive
 - Is filled with people and purpose
 - Is free of pressure and stress
 - Allows me to be playful, lighthearted, and optimistic
34. As a child I was:
- Stubborn, bright, and/or aggressive
 - Well-behaved, caring, and/or depressed
 - Quiet, easygoing, and/or shy
 - Too talkative, happy and/or playful
35. As an adult, I am:
- Opinionated, determined, and/or bossy
 - Responsible, honest, and/or unforgiving
 - Accepting, contented, and/or unmotivated
 - Charismatic, positive, and/or obnoxious
36. As a parent I am:
- Demanding, quick-tempered, and/or uncompromising
 - Concerned, sensitive and/or critical
 - Permissive, easily persuaded, and/or often overwhelmed
 - Playful, casual, and/or irresponsible
37. In an argument with a friend I am most likely to be:
- Verbally stubborn about facts
 - Concerned about others feelings and principles
 - Silently stubborn, uncomfortable, and or confused
 - Loud, uncomfortable, and or compromising
38. If my friend was in trouble, I would be:
- Protective, resourceful, and recommend solutions
 - Concerned, empathetic, and loyal regardless of the situation
 - Supportive, patient, and a good listener
 - Non-judgmental, optimistic, and downplaying the seriousness of the situation
39. When making decisions, I am:
- Assertive, articulate, and logical
 - Deliberate, precise, and cautious
 - Indecisive, timid, and reluctant
 - Impulsive, uncommitted, and inconsistent



40. When I fail, I feel:

- a. Silently self-critical, yet verbally stubborn and defensive
- b. Guilty, self-critical, and vulnerable to depression; I dwell on it
- c. Unsettled and fearful, but I keep it to myself
- d. Embarrassed and nervous, seeking to escape the situation

41. If someone crosses me:

- a. I am angered and cunningly plan ways to get even quickly
- b. I feel deeply hurt and find it almost impossible to forgive completely. Generally, getting even is not enough
- c. I am silently hurt and plan to get even and or completely avoid the other person
- d. I avoid confrontation, consider the situation not important enough to bother with and/or seek other friends

42. Work is:

- a. A most productive way to spend one's time
- b. A healthy activity, which should be done right if it is to be done at all. Work should be done before one plays.
- c. A positive activity as long as it is something I enjoy and don't feel pressured to accomplish
- d. A necessary evil, much less inviting than play.

43. In social situations I am most often:

- a. Feared by others
- b. Admired by others
- c. Protected by others
- d. Envied by others

44. In a relationship, I am most concerned with being:

- a. Approved of and right
- b. Understood, appreciated, and intimate
- c. Respected, tolerant, and peaceful
- d. Praised, having fun, and feeling free

45. To feel alive and positive, I seek:

- a. Adventure, leadership, and lots of action
- b. Security, creativity, and purpose
- c. Acceptance, and safety
- d. Excitement, playful productivity, and the company of others.

Total up the As, Bs, Cs, and Ds from Section 1:

A _____
B _____
C _____
D _____

Total Up the A's, B's, C's and D's from Section 2:

A _____
B _____
C _____
D _____

Now total up from both sections:

A (red) _____
B (blue) _____
C (white) _____
D (yellow) _____



Color Code Results Summary:

	RED	BLUE	WHITE	YELLOW
MOTIVE	power	intimacy	peace	fun
NEEDS	to look good (technically)	to be good (morally)	to feel good (inside)	to look good (socially)
	to be right	to be understood	to be allowed their own space	to be noticed
	to be respected	to be appreciated	to be respected	to be praised
	approval from a select few	acceptance	tolerance	approval from the masses
WANTS	to hide insecurities (tightly)	to reveal insecurities	to withhold insecurities	to hide insecurities (loosely)
	productivity	quality	kindness	happiness
	leadership	autonomy	independence	freedom
	challenging adventure	security	contentment	playful adventure

Reds

Reds are hungry for power

Simply stated, Reds want their own way. If they have been raised in environments where they were able to manipulate their parents and siblings, they become difficult to manage as they get older. When they have gotten their way for too long, Reds find it almost impossible to relinquish their power and freedom when they meet authorities in society (teachers, bosses, police, clergy, military officers) who refuse to grant them the total control they demand.

Reds want to be productive

Reds like to work—in school, in their careers, and in their relationships. Just don't expect them to attach the same importance to things other people care about—like other people's schooling, careers, and marriages. But give them a reason to produce, and watch them take off. Reds like to get the job done. They are often workaholics. They will, however, resist being forced to do anything that doesn't interest them.

Reds want to look good to others

Reds need to appear knowledgeable. They crave approval from others for their intelligence and insight. They want to be respected even more than they want to be loved. They want to be admired for their logical, practical minds. When you deal with a Red, be precise and factual. Reds are unmoved by tears and other displays of "weakness."

Reds shouldn't be taken too seriously

Reds are often just stating the facts as they see them, despite their antagonistic demeanor. They seldom say "in my opinion" before stating their opinions. I have seen too many Blues, Whites, and Yellows become greatly concerned over issues raised by Reds, only to discover later that the Reds were simply interested in debating. Reds enjoy a good power play. But once you get emotionally involved arguing issues, you may be disappointed and frustrated to find that a Red is no longer interested.

Reds seek leadership opportunities

Despite the rigidity of the military, many young Red men and women select it as a career in order to experience leadership. Reds are often called "control freaks." They like to be in the driver's seat. Red children are often frustrated in school because teachers (often Blue personalities) won't let them take charge. If a Red can get the upper hand, he or she will. Reds are willing to pay any price for an opportunity to lead.



Blues

Blues are motivated by altruism

Blues love to do nice things for others. They look for opportunities to give up something in order to bring another person happiness. Selflessness rather than selfishness is their guiding philosophy. Many Blues are uncomfortable doing things solely for themselves. They hold doors open for people, offer rides when someone's car breaks down, contribute to charities, even devote their entire lives to helping others.

Blues seek intimacy

More than anything else, Blues want to love and be loved. A true Blue will sacrifice a successful career to improve an important relationship. Once considered solely a female characteristic, this nurturing is more accurately understood as a Blue personality trait.

Blues crave being understood

Blues are gratified when they are listened to, when they feel understood and appreciated. They are notorious for revealing their inadequacies, because they value being known and understood so much. In the eyes of a Blue, being vulnerable is a small price to pay for the chance to connect emotionally. Blues may have their hearts broken more than most people, but they also spend much more time in love.

Blues need to be remembered and appreciated

With Blues, a simple pat on the back will not suffice. Blues expend such great effort in making the world a better place that sometimes they need to be told how wonderful they are. They need to be thanked and specifically remembered for their good deeds. They need sincere gratitude. They delight in being remembered on birthdays and other special days, especially if the remembrance is personal—a homemade anniversary card, a welcome home party, a special day that isn't on the calendar. Blues need tender loving care.

Blues are directed by a strong moral conscience

Blues are motivated to behave in a proper, appropriate manner. They have a moral code that guides them in their decision-making, their value judgments, even their leisure time. Blues enjoy being "good." Of all the personality colors, Blues come equipped with the strongest sense of integrity. A Blue would rather lose than cheat. Blues are trustworthy. Ethically, Blues are the people who should be in positions of power, but seldom are.

Whites

Whites are motivated by peace

Whites will do almost anything to avoid confrontation. They like to flow through life without hassle or discomfort. *Feeling* good is even more important than *being* good.

Whites need kindness

While Whites respond beautifully to thoughtfulness and amiability, they have a strong, silent stubbornness that surfaces when they are treated unkindly. They resent being scolded. They dislike harsh words. They open up instantly to people who are kind, but recoil from those who are hostile. They are motivated by kindness—and can't understand why other people are unkind.

Whites prefer quiet strength

Whites enjoy their quiet independence. What appears to some people as quiet desperation can show itself to be bullheadedness. Those who misinterpret the peace-loving nature of a White as an invitation to be demanding and bossy will soon meet a wall of passive resistance. Whites are tougher than people think.

Whites like to keep a low profile

Whites like to be asked their opinions. They won't volunteer them. They value the respect of others, but they rarely go out of their way to seek it. They need to be coaxed to talk about their skills, hobbies, and interests.



Whites are independent

Unlike Reds and Blues, who want to control others, Whites seek only to avoid being controlled. They simply refuse to be under another's thumb, especially when treated without the respect they feel they deserve. Whites want to do things their own way, in their own time. They don't ask much of others, and resent it when others demand things from them. They often comply with unreasonable demands—just to keep peace. They will express their anger and frustration only when they can no longer stand being bossed around. Whites don't like to be pushed, and they can be fearsome when they finally “blow up.”

Whites are motivated by other people's desires

Whites are open to the recommendations of others on ways to resolve any and all situations. White executives value new management ideas from employees. White children welcome help—they are receptive students. Whites make agreeable dates. They are interested in making sure the other person has a good time, and are willing to do whatever the other person wants. Whites, however, want suggestions—not demands.

Yellows

Yellows value play

Yellows consider life to be a party. And they're hosting. One father (Blue) was disappointed when his son (Yellow) preferred spending time with friends instead of with him. I reminded the father that his son was motivated by fun, and suggested that he should try to come up with activities that his son felt were exciting. It was the “better offer” principle—and it worked. Yellows just want to have fun.

Yellows welcome praise

Yellows need to be noticed. Little else improves a relationship with a Yellow more than praise. Yellows need to know they are valued and approved of. Yellows often act as though they have the world by the tail, but they do have their fears and frustrations—which they rarely confide until they know they are emotionally safe. Safety is most effectively evidenced to Yellows through praise.

Yellows need emotional connections

Yellows often appear so nonchalant that people think they don't care about anything. Nothing could be further from the truth. Yellows need a great deal of attention. They need to be stroked. Yellows enjoy touching. To them, physical contact is often the most direct, comfortable intimate connection.

Yellows want to be popular

Yellows like to be center stage. Social acceptance is very important to them. Friendships command a high priority in their lives because popularity answers one of their basic needs—the need for general approval. Yellows are highly verbal. They relish good conversation, but they can also simply go with the flow. Yellows can superficially chitchat with the best of them.

Yellows like action

Easily bored, Yellows seek adventure. They can never sit still for long. They choose friends who, like them, refuse to allow the “boring details” to get in the way of the most important thing in life—play. Ironically, numerous people are currently misdiagnosed as having ADD (Attention Deficit Disorder) when, in fact, they are merely Yellow personalities struggling with their innate inability to sit still very long and/or stay focused.