

## COLOURS QUIZ

Quickly read each of the statements below. If you think they are typical of the way you act at work, tick the statement. Don't spend too much time on any statement – just tick your immediate response.

Total up the ticks in each of the four columns.

Gives priority to detail & organisation	.....	Gives priority to achieving results	.....
Tends to be a little reserved	.....	Is intolerant of underperformers	.....
Sets exacting standards	.....	Seeks challenges	.....
Enjoys research & analysis	.....	Acts with authority	.....
Prefers operating within guidelines	.....	Is willing to confront	.....
Completes tasks thoroughly	.....	Makes decisions easily	.....
Focuses attention on the immediate task	.....	Is keen to progress	.....
Likes accuracy	.....	Feels a sense of urgency	.....
Makes decisions on a thorough basis	.....	Approaches people and tasks with clear goals	.....
Values standard procedures highly	.....	Likes to take the lead	.....
Approaches work systematically	.....	Enjoys solving problems	.....
Likes to plan for change	.....	Takes action to bring about change	.....
<b>Total</b>	.....	<b>Total</b>	.....

Gives priority to supporting others	.....	Gives priority to creating a friendly environment	.....
Enjoys assisting others	.....	Likes an informal style	.....
Approaches tasks & people with quiet & caution	.....	Approaches people & tasks with energy	.....
Has difficulty saying no	.....	Emphasises enjoying oneself	.....
Values co-operation over competition	.....	Rates creativity highly	.....
Eager to get on with others	.....	Prefers a broad approach to details	.....
Willing to show loyalty	.....	Likes participating in groups	.....
Calms excited people	.....	Creates a motivational environment	.....
Listens well/attentively	.....	Acts on impulse	.....
Prefers others to take the lead	.....	Willing to express feelings	.....
Gives priority to secure relationships & arrangements	.....	Enjoys discussing possibilities	.....
Prefers steady, not sudden, change	.....	Keen to promote change	.....
<b>Total</b>	.....	<b>Total</b>	.....