

# True Colors

UNDERSTANDING  
YOURSELF  
AND OTHERS

INFORMATION TAKEN FROM *TRUE COLORS* BY DON LOWRY  
BASED ON *PLEASE UNDERSTAND ME* BY DR. DAVID KEIRSEY

# TRUE COLORS WORD SORT

Describe Yourself: In the boxes below are groups of word clusters printed horizontally in rows. Look at all the sets of words in the first box (A, B, C, D). Read the words and decide which of the four sets is most like you. Give that set a "4" (most like you). Then rank order the next three sets of words from 3-1 in descending preference. Continue this process with the remaining four boxes. Each box should have a 1, 2, 3, and 4.

Row 1

A _____ Active Opportunistic Spontaneous	B _____ Parental Traditional Responsible	C _____ Authentic Harmonious Compassionate	D _____ Versatile Inventive Competent
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E _____ Curious Conceptual Knowledgeable	F _____ Unique Empathetic Communicative	G _____ Practical Sensible Dependable	H _____ Competitive Impetuous Impactful
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I _____ Loyal Conservative Organized	J _____ Devoted Warm Poetic	K _____ Realistic Open-minded Adventuresome	L _____ Theoretical Seeking Ingenious
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M _____ Concerned Procedural Cooperative	N _____ Daring Impulsive Fun	O _____ Tender Inspirational Dramatic	P _____ Determined Complex Composed
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Q _____ Philosophical Principled Rational	R _____ Vivacious Affectionate Sympathetic	S _____ Exciting Courageous Skillful	T _____ Orderly Conventional Caring
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# SCORING SHEET

Add the numbers associated with the following letters:

$$A + H + K + N + S = \underline{\hspace{2cm}} \text{ Color: Orange}$$

$$C + F + J + O + R = \underline{\hspace{2cm}} \text{ Color: Blue}$$

$$B + G + I + M + T = \underline{\hspace{2cm}} \text{ Color: Gold}$$

$$D + E + L + P + Q = \underline{\hspace{10cm}}$$

# BLUE

Value HARMONY above all else  
Good at reading people, understanding human dynamics  
Sensitive to others  
Appreciate and know how others feel  
Emotionally based decision making  
Time is circular  
Perceptive, “people pleaser”, a real team player  
Use poetry, music, quotations to express affection in romance and friendships  
Sympathetic, empathetic, compassionate  
Think about the possibilities in people  
Centered on people, relationships, interaction

I need to feel unique and authentic

Enthusiastic...Sympathetic...Personal

I look for meaning and significance in life

Warm...Communicative...Compassionate

I need to contribute, to encourage, and to care

Idealistic...Spiritual...Sincere

I value integrity and unity in relationships

Peaceful...Flexible...Imaginative

I am a natural romantic, a poet, a nurturer

## At work/school...

I have a strong desire to influence others so they may have more significant lives.

I often work in the arts, communications, education, and the helping professions.

I am adept at motivating and interacting with others.

## In love...

I seek harmonious relationships.

I am a true romantic and believe in perfect love that lasts forever.

I bring drama, warmth, and empathy to relationships.

I enjoy the symbols of romance such as flowers, candlelight, and music, and I cherish the small gestures of love.

## In childhood...

I was extremely imaginative and found it difficult to fit into the structure of school life.

I reacted with great sensitivity to discordance or rejection and sought recognition.

I responded to encouragement rather than competition.

# GOLD

Value responsibility and sense of DUTY above all else  
Will follow through at all costs, dependable, true  
Good at organizing vague, random thoughts and putting things into action  
Detail oriented, predictable  
Focus on the “here and now”  
Serious, duty-oriented, aware of what one is “supposed to do”  
Gather information from their senses  
Steadfast, stable, “salt of the earth”  
Practical and realistic  
Like the Boy Scouts’ motto: Be prepared!  
A deep commitment to the standards of our society  
Heritage, history, family are important values  
A high priority to belong to social units

I need to follow the rule and respect authority

Loyal...Dependable...Prepared

I have a strong sense of what is right and wrong in life

Thorough...Sensible...Punctual

I need to be useful and to belong

Faithful...Stable...Organized

I value home, family, and tradition

Caring...Concerned...Concrete

I am a natural preserver, a parent, a helper

## At work/school...

I provide stability and can maintain organization.

My ability to handle details and to work hard make me the backbone of many organizations.

I believe that work comes before play, even if I must work overtime to complete the job.

## In love...

I am serious and tend to have traditional, conservative views of both love and marriage.

I want a mate who can work along with me, building a secure, predictable life together.

I demonstrate love and affection through the practical things I do for my loved ones.

## In childhood...

I wanted to follow the rules and regulations of the school.

I understood and respected authority and was comfortable with academic routine.

I was the easiest of all types of children to adapt to the educational system.

# GREEN

Strong urge to be COMPETENT

Good at solving problems, figuring things out, wondering all the time “What if...?”

Ask frequently “Why?”

Theoretical, puzzlers, need to know the reasons behind something

Objective, quantitative

Value cause and effect (if A then B)

Help us figure out a dozen possibilities

Most self-critical of the types

Badgers others about mistakes with resolve to improve

Respects abilities, skills, and ingenuity

Is hooked on storing up wisdom

Individualistic, can do work well independently

Can be vulnerable to “all work and no play”

I seek knowledge and understanding

Analytical...Global...Conceptual

I live life by my own standards

Cool...Calm...Collected

I need explanations and answers

Inventive...Logical...Perfectionistic

I value intelligence. Insight, fairness, and justice

Abstract...Hypothetical...Investigative

I am a natural nonconformist, a visionary, a problem solver

## At work/school...

I am conceptual and am an independent thinker.

For me, work is play.

I am drawn to constant challenge in careers, and like to develop models, explore ideas, or build systems to satisfy my need to deal with the innovative.

Once I have perfected an idea, I prefer to move on, leaving the project to be maintained and supported by others.

## In love...

I prefer to let my head rule my heart.

I dislike repetition, so it is difficult for me to continually express feelings. I believe that once feelings are stated, they are obvious to a partner.

I am uneasy when my emotions control me.

I want to establish a relationship, leave it to maintain itself, and turn my energies back to my career.

## In childhood...

I appear to be older than my years and focused on my greatest interests, achieving in subjects that were mentally stimulating.

I was impatient with drill routine, questioned authority, and found it necessary to respect teachers before I could learn from them.

# ORANGE

Good at adding spice to any situation  
The best of all of us at living in the moment and using their physical senses to  
Understand what is going on in any given situation  
Future oriented  
Gather information from their intuition  
Exuberant and generous in gift-giving  
May have short attention span  
Especially interested in ACTION  
Respond to tactile, tangible activities  
Optimistic, bold, eager  
At time, can be a bit of a “show off”  
Our best performers, athletes, and actors

I act in a moments notice

Witty...Charming...Spontaneous

I consider life as a game, here and now

Impulsive...Generous...Impactful

I need fun, variety, stimulation, and excitement

Optimistic...Eager...Bold

I value integrity and unity in relationships

Physical...Immediate...Fraternal

I am a troubleshooter, a performer, a competitor

## At work/school...

I am bored and restless with jobs that are routine and structured.

I am satisfied in careers that allow me independence and freedom, while utilizing my physical coordination and my love of tools.

I view any kind of tool and an extension of self.

I am a natural performer.

## In love...

I seek a relationship with shared activities and interests.

With my mate, I like to explore new ways to energize the relationship.

As a lover, I need to be bold and I thrive on physical contact.

I enjoy giving extravagant gifts that bring pleasure to my loved one.

## In childhood...

Of all types of children, I had the most difficult time fitting into academic routine.

I learned by doing and experiencing, rather than by listening and reading.

I need physical involvement in the learning process and am motivated by my own natural competitive nature and sense of fun.