

Recognizing types

Step one ...

Do they “speak to think”
(**Fiery Red/Sunshine Yellow**)

or

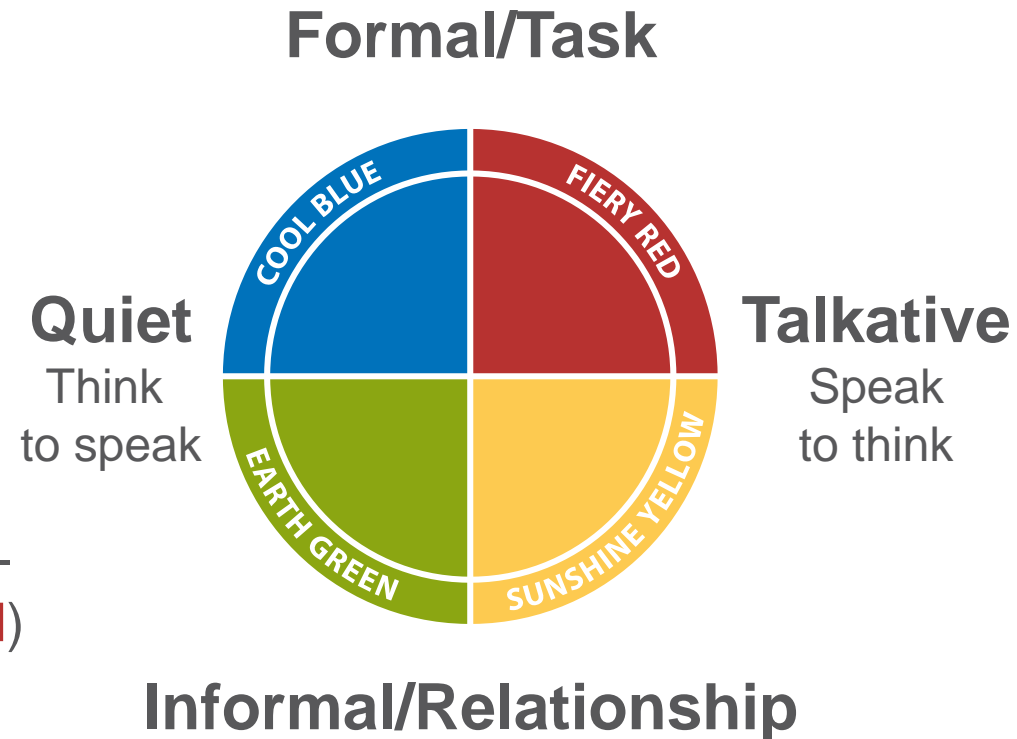
“think to speak” (**Cool Blue/Earth Green**)?

Step two ...

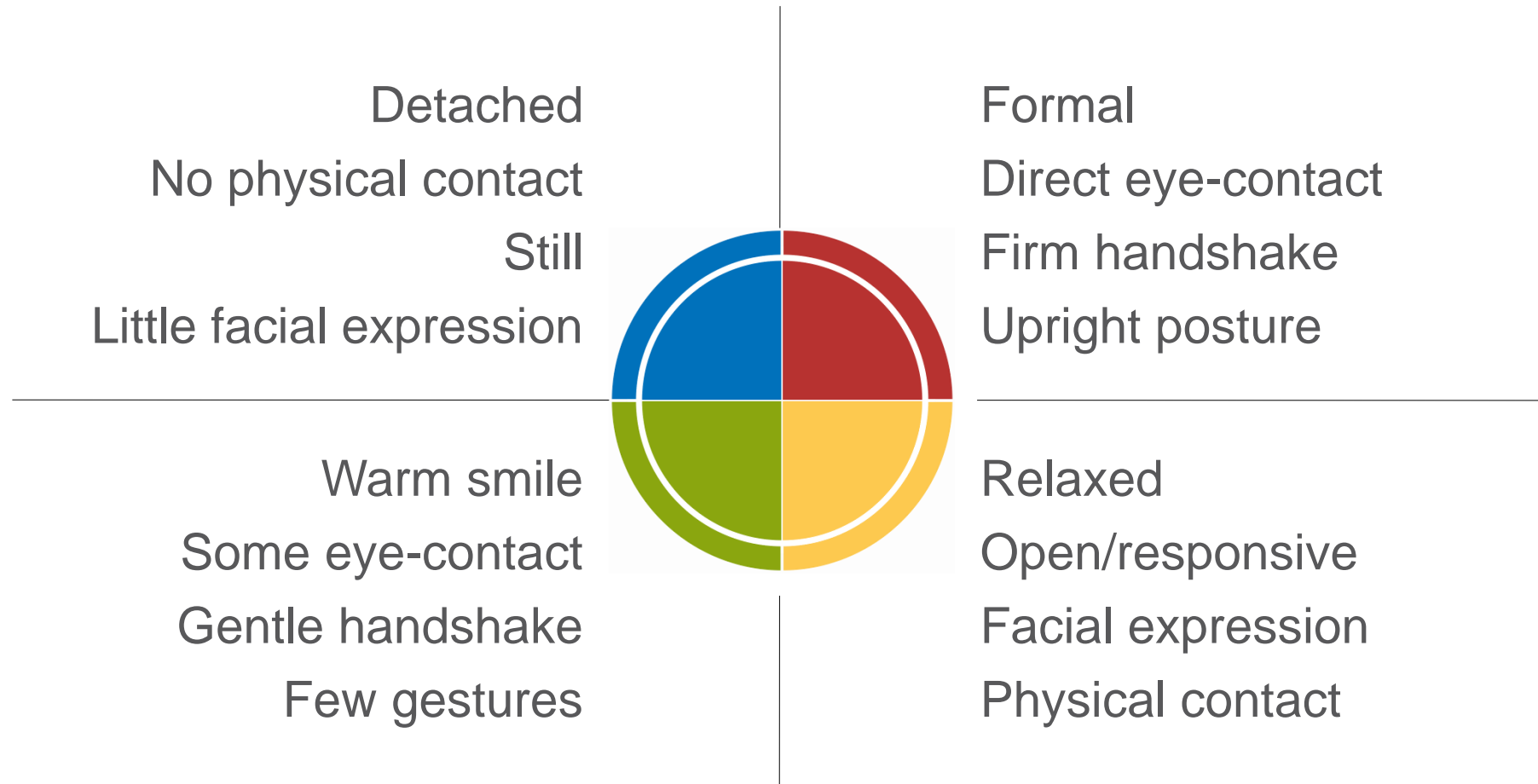
Are they more formal and task-
focused (**Cool Blue/Fiery Red**)

or

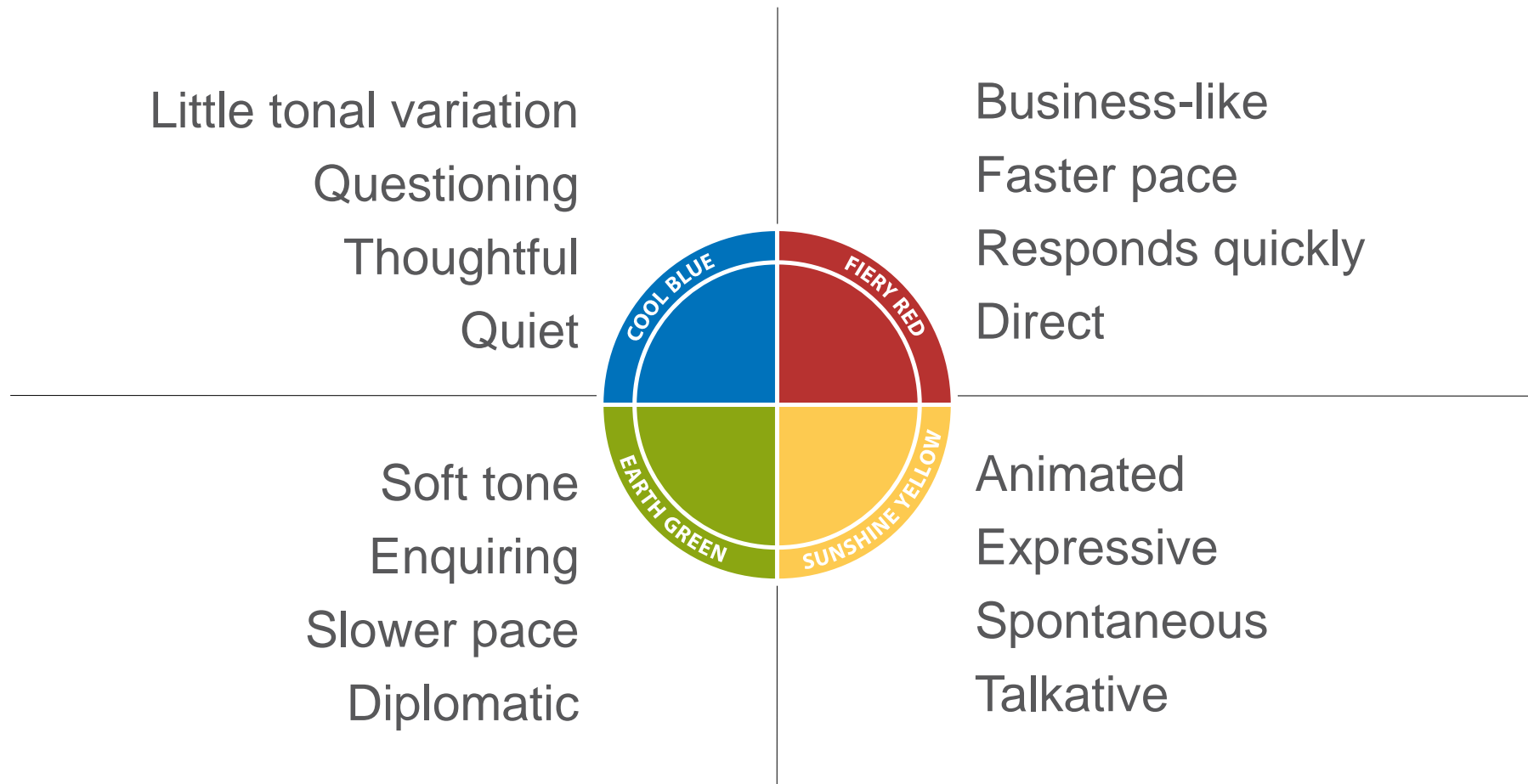
more informal and relationship-
focused (**Earth Green/Sunshine Yellow**)?



Clues in body language



Clues in verbal style



Clues in work environment

