Improve Communication by Understanding Different Behaviours



To understand others, you must start with yourself

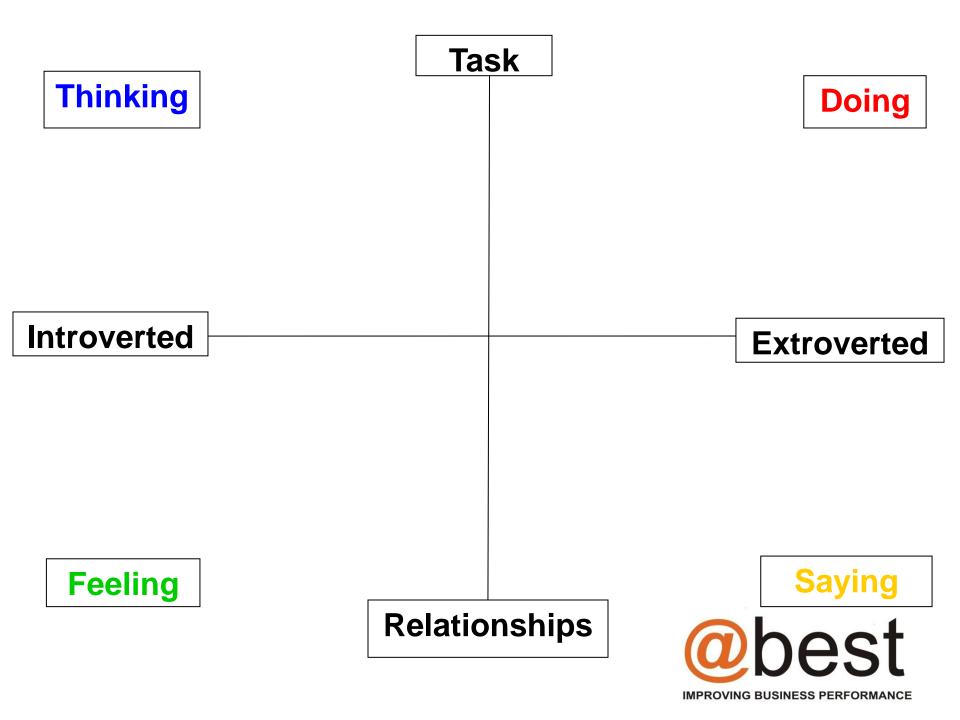
Seeing Red Feeling Blue

Freud, Jung and all that

- What follows will give you a better insight into how you and your colleagues might think and behave.
- You will hopefully value the difference this makes in understanding others.
- For the next few minutes be selfish and think only of yourself.....

 Peter Best Consultant and Trainer





Cool
BLUE
Cautious
Precise
Deliberate
Questioning
Formal
Analytical

Fiery
RED
Competitive
Demanding
Determined
Strong-willed
Purposeful
Driver

Earth
GREEN
Caring
Encouraging
Sharing
Patient
Relaxed
Amiable

Sunshine
YELLOW
Sociable
Dynamic
Demonstrative
Enthusiastic
Persuasive
Expressive



'The Jubilee Party was a disaster!'



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Which colour is best?

Earth
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Which colour is best? Using it to your advantage. **Red-driving force** Green-what about the workers Yellow-engagement activities Blue-check and double check



Next Steps

- This is a repeatable exercise
- Knowing what to do next is the key



THANK YOU FOR YOUR TIME

Please feel free to ask questions Don't forget to take my card

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