**RED** are the extravert thinkers.

Motto: ‘***Let’s do it now’***

Strengths:

* thinking objectively
* separation of task from person
* determination to achieve results
* managing a team based on instruction
* being competitive

Stress points:

* a lack of focus
* slow decision-making

Stress behaviour:

* impatience
* being annoyed
* possibly aggressive

How to help:

* allow them to be in control
* let them take a decision
* call ‘time out’

**YELLOW** are the extravert feelers.

Motto: ‘***Let’s do it together***

Strengths:

* Become personally involved in decisions they take
* Enthusiastic
* flexible
* good at motivating others by sharing their enthusiasm

Stress points:

* feeling flexibility is restricted
* lack of interaction with others
* no possibility of fun

Stress behaviour:

* being over-responsive
* trying too hard to persuade with many arguments

How to help:

* give them space to move or to save face
* change the topic**GREEN** are the introvert feelers.

Motto: ***‘Let’s do it with care’***

Strengths:

* thrive in an informal setting
* attendance to relationships in a team
* patient
* relaxed
* encouraging
* like to share information

Stress points:

* unfair treatment of people
* values being at stake
* being under time pressure

Stress behaviour:

* stubbornness
* resistance
* retreat

How to help:

* personal contact, in order to…
* …bring back interpersonal trust

**BLUE** are the task oriented introvert thinkers.

Motto: ***‘Let’s do it correctly’***

Strengths:

* following processes & standards
* analytical
* an eye for detail
* formal & precise
* careful
* ask questions

Stress points:

* concern about the standard of work
* missing information
* tasks being rushed

Stress behaviour:

* continuing to question such that…
* …lots of minor details are discussed

How to help:

* ask a blue for advice
* offer emotional support