

Communication Styles

Read each row of words. Rank the words in each row in order, assigning a 4 to the word that sounds MOST like you down to a 1, which sounds LEAST like you.

- | | | | |
|------------------------------------|----------------------------------|-------------------------------------|---------------------------------|
| 1. ___Perfectionist | ___Peacemaker | ___Rule Follower | ___Risk Taker |
| 2. ___Cautious | ___Enthusiastic | ___Sensible | ___Original |
| 3. ___Problem Solver | ___Supporter | ___Implementer | ___Creator |
| 4. ___Logic | ___Harmony | ___Order | ___Freedom |
| 5. ___Knowledgeable | ___Thoughtful | ___Organized | ___Fun |
| 6. ___Values
Research | ___Values
Relationships | ___Values
Responsibilities | ___Values
Creativity |
| 7. ___Confident | ___Empathetic | ___Structured | ___Playful |
| 8. ___Controlled | ___Personable | ___Detailed | ___Dreamer |
| 9. ___ “Is that
going to work?” | ___ “Tell me
about your day.” | ___ “Get straight to
the point.” | ___ “Is there a
better way?” |
| 10. ___Facts | ___Feelings | ___Action | ___Ideas |
| 11. ___Objective | ___Emotional | ___Practical | ___Visionary |
| 12. ___Precise | ___Tactful | ___Direct | ___Complex |
| 13. ___Analyzation | ___Cooperation | ___Results | ___Concepts |
| 14. ___Philosophical | ___Encouraging | ___Traditional | ___Adventurous |
| 15. ___Charts and Graphs | ___Kind words | ___Plan of attack | ___Ask “Why?” |
| ___Total | ___Total | ___Total | ___Total |

Owl

Golden Retriever

Lion

Otter

OTTERS
(True Colors Profile: Orange)



Otters are playful, energetic, charming risk-takers. They test limits and are not happy with the status quo. Otters work best in informal and non-repetitive settings where their creativity can flourish. They love ideas and pushing boundaries, so things can be done in new and fun ways. Typically, they have never met a stranger and thrive on interaction with others. They are great networkers and tend to be very verbose. Deadlines are needed though to keep otters on track. Without them, they will just keep generating idea, after idea, after idea. They keep environments lively, as they are natural entertainers.

OWLS
(True Colors Profile: Green)



Owls are intellectual, fact-based, research-oriented individuals. They are perfectionists and prefer not to be put on the spot. They would rather have time to think and produce a well-researched answer to your question or project, but they need deadlines, so they do not think things to death. They are cool, calm, and collected and are not very conversational. They need some alone time to function well and produce thorough results. For them, work is play and play is work. They value accuracy.

GOLDEN RETRIEVERS
(True Colors Profile: Blue)



Golden Retrievers are natural-born cheerleaders. They are optimistic, passionate, empathetic peacemakers. They hate conflict and challenging the status quo. They thrive on anything people-related and are motivated by feelings. They are great at developing and communicating with others and live in a world of cooperation rather than competition. Give golden retrievers a reason to believe in something and they will rally the troops and get everyone on board. They are great for office morale and are very loyal individuals.

LIONS
(True Colors Profile: Gold)



Lions are straightforward, detail-oriented, list-making leaders. They value order, playing by the rules and are most comfortable in formal environments. "Being prepared" and "just do it" are their mottos. They thrive on getting things done and are driven by results. They are trustworthy, confident, punctual individuals who love to lead the charge. Goals, routine, and loyalty are important to them.