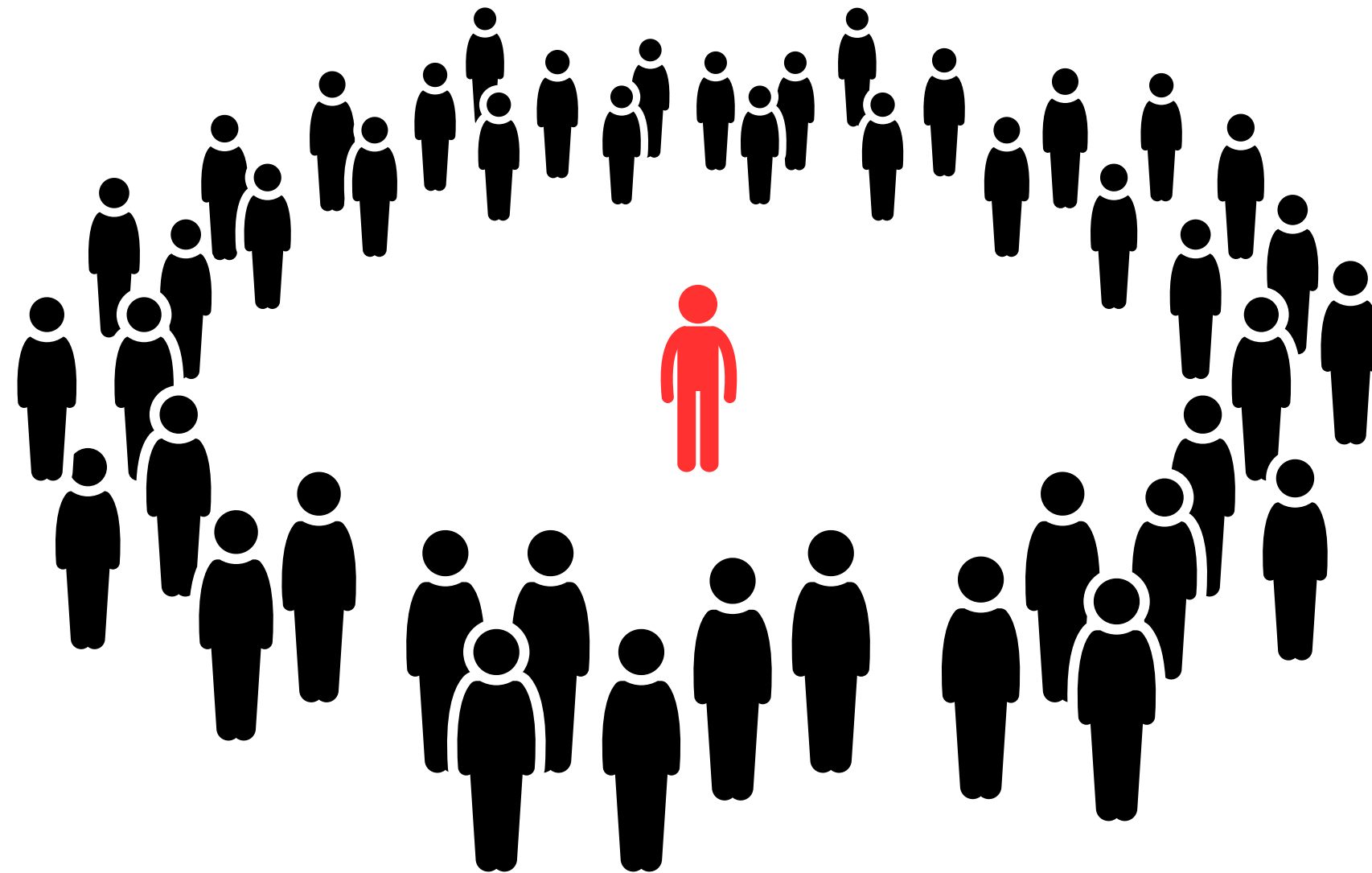


surrounded by idiots

The Four Types of Human Behaviour

Surrounded by Idiots



Communication happens on
the listener's term.

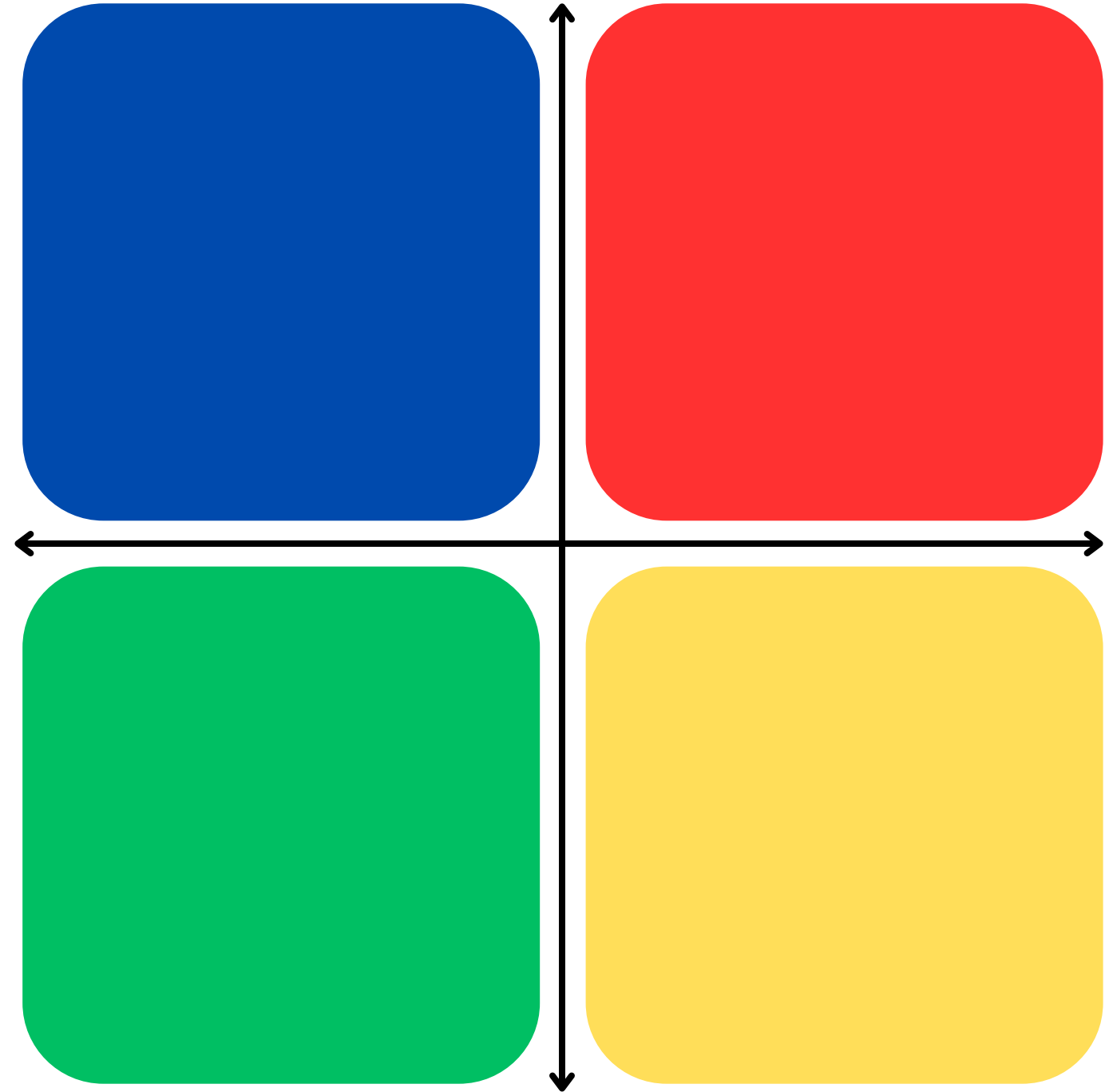
**Why are some people
so rude?**

**Why do others never
stop talking?**

Communication + Intereaction

**Why are some people
silent?**

**Why some people take
so long to get something done?**



Red Behaviour



You quickly notice a Red person because he doesn't make the slightest effort to conceal who he is.

Red Behaviour



1. Ambitious
2. Strong-willed
3. Goal-oriented
4. Pushing
5. Problem-solver
6. Pioneer
7. Decisive
8. Innovator
9. Convincing
10. Powerful
11. Speed
12. Straightforward
13. Opinionated
14. Confident

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1. Aggressive
2. Pushing
3. Impatient
4. Controlling
5. Blunt
6. Risk-taking
7. Rule breaker
8. Rude
9. Pushy
10. Tough

Red Body Language



1. Keep their distance
2. Have powerful handshakes
3. Lean forward aggressively
4. Use direct eye contact
5. Use controlling gestures
6. Strong voice

Yellow Behaviour



The cheerful one.

Yellow Behaviour



1. Talkative
2. Enthusiastic
3. Persuasive
4. Creative
5. Optimistic
6. Social
7. Spontaneous
8. Expressive
9. Charming
10. Self-centred
11. Sensitive
12. Inspiring
13. Sociable
14. Cheerful

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2. Enthusiastic
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1. Manipulative
2. Undisciplined
3. Egotistic
4. Hot-tempered
5. Needs attention
6. Bad listener
7. Head in the cloud

Yellow Body Language



1. Are relaxed and jocular
2. Show friendly eye contact
3. Use expressive gestures
4. Often come close
5. Melody in the voice

Green Behaviour



The average one.

Green Behaviour



1. Patient
2. Relaxed
3. Self-controlled
4. Reliable
5. Composed
6. Loyal
7. Modest
8. Understanding
9. Stable
10. Discreet
11. Supportive
12. Good listener
13. Helpful
14. Kind

Green Behaviour



1. Patient
2. Relaxed
3. Self-controlled
4. Reliable
5. Composed
6. Loyal
7. Modest
8. Understanding
9. Stable
10. Discreet
11. Supportive
12. Good listener
13. Helpful
14. Kind

1. Stubborn
2. Uncertain
3. Compliant
4. Dependent
5. Reluctant
6. Conceals feelings
7. Take too long to take actions

Green Body Language



1. Are relaxed and come close
2. Act methodically
3. Tend to lean backwards
4. Use very friendly eye contact
5. Prefer small-scale gestures
6. Soft and warmth in voice

Blue Behaviour



The one who sees mistakes.

Blue Behaviour



1. Systematic
2. Distant
3. Correct
4. Meticulous
5. Reserved
6. Factual
7. Perfectionist
8. Analytical
9. Structured
10. Objective
11. Quality-oriented
12. Reflecting
13. Questioning

Blue Behaviour



1. Systematic
2. Distant
3. Correct
4. Meticulous
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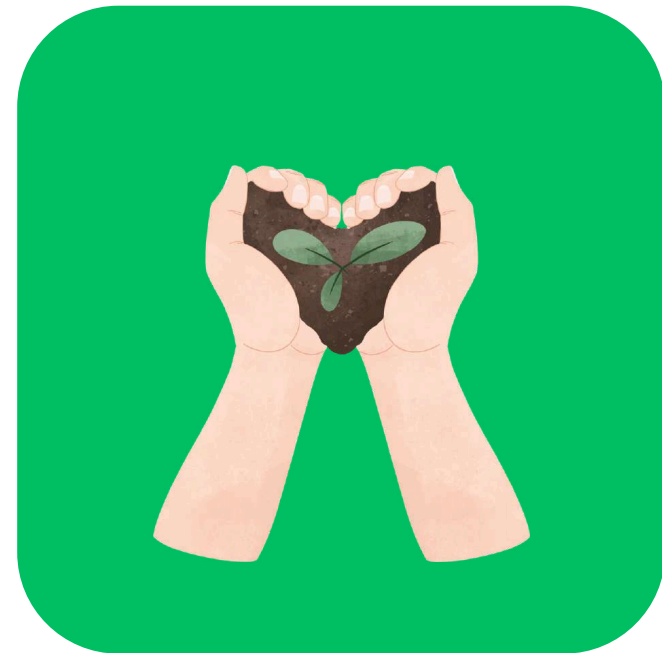
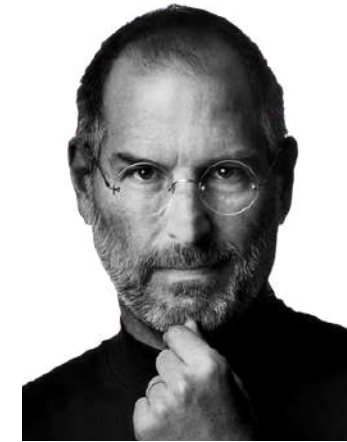
1. Critical
2. Indecisive
3. Narrow-minded
4. Moralising
5. Seems insecure
6. Pessimist

Blue Body Language



1. Prefer to keep others at a distance
2. Often have closed body language
3. Use direct eye contact
4. Speak without gestures
5. Restrained and subdued voice





Adapting to **Red** Behaviour (What a Red expects of you)

1. Do what I asked of you, as quickly as possible.
2. Do you want something? Speak up!
3. I couldn't care less what you did on vacation.
4. You don't actually know? Then why am I wasting my time with you?
5. You can sleep when you are dead.

Adapting to **Red** Behaviour (How to Behave when you meet a Red)

1. Details. Booring
2. Quick but often wrong
3. Let's try something new
4. I am not here to be your pal
5. Just handle it

Adapting to **Yellow** Behaviour (What a Yellow expects of you)

1. Isn't it nice being here all together?
2. I asked someone to help but I can't remember who

Adapting to **Yellow** Behaviour (How to Behave when you meet a Yellow)

1. Learn to tell whether a Yellow is actually listening
2. Learn how to respond to “No problem - that wont take long.”
3. They need to look good all the time
4. All talk, but no walk
5. They are bad listeners

Adapting to **Green** Behaviour (What a Green expects of you)

1. Everything should feel good all the time
2. Don't change if it is not broken
3. I will sit this one out

Adapting to **Green** Behaviour (How to Behave when you meet a Green)

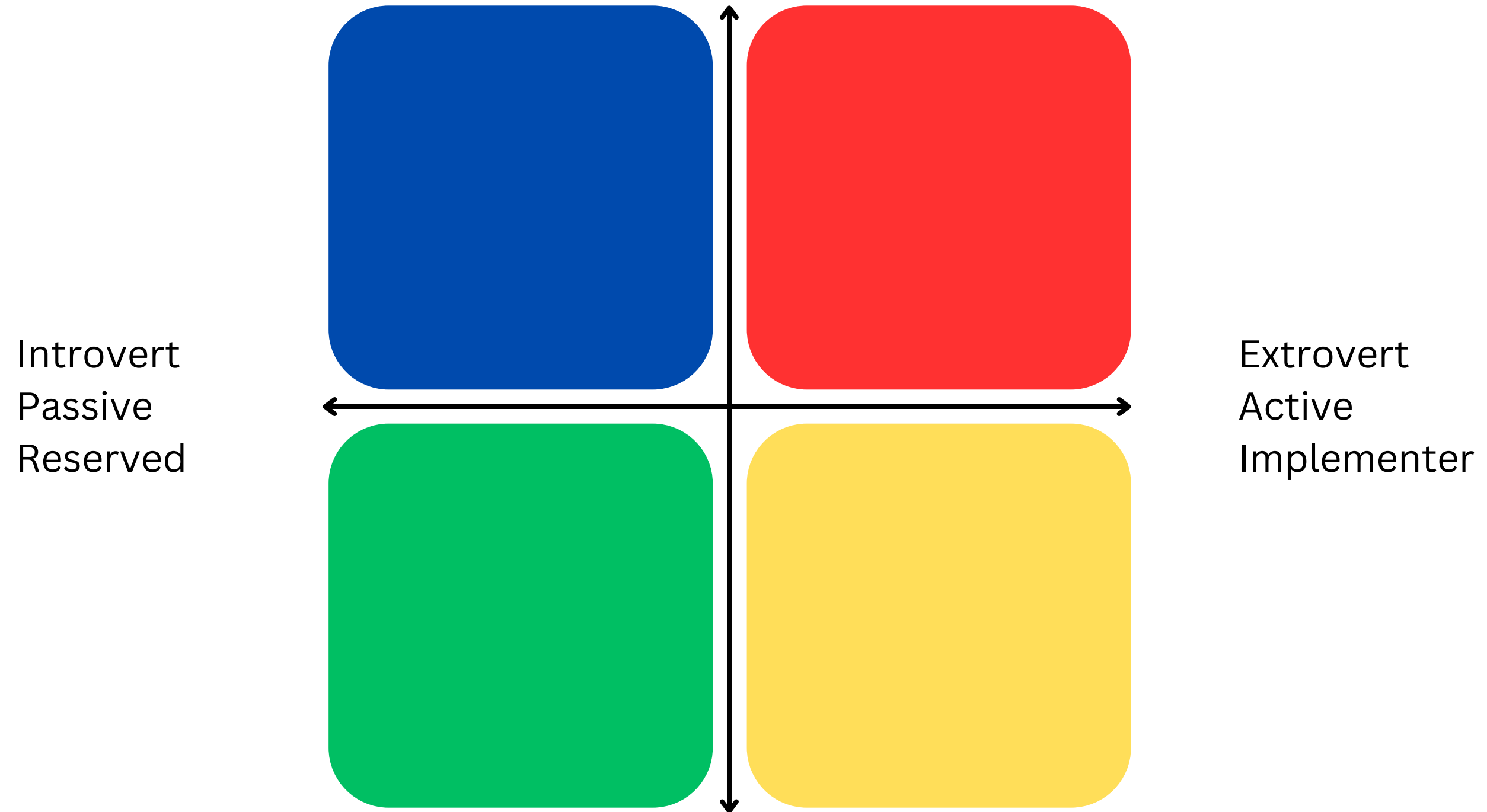
1. Have a lot of patience
2. Persuade, persuade, persuade
3. Lead them

Adapting to **Blue** Behaviour (What a Blue expects of you)

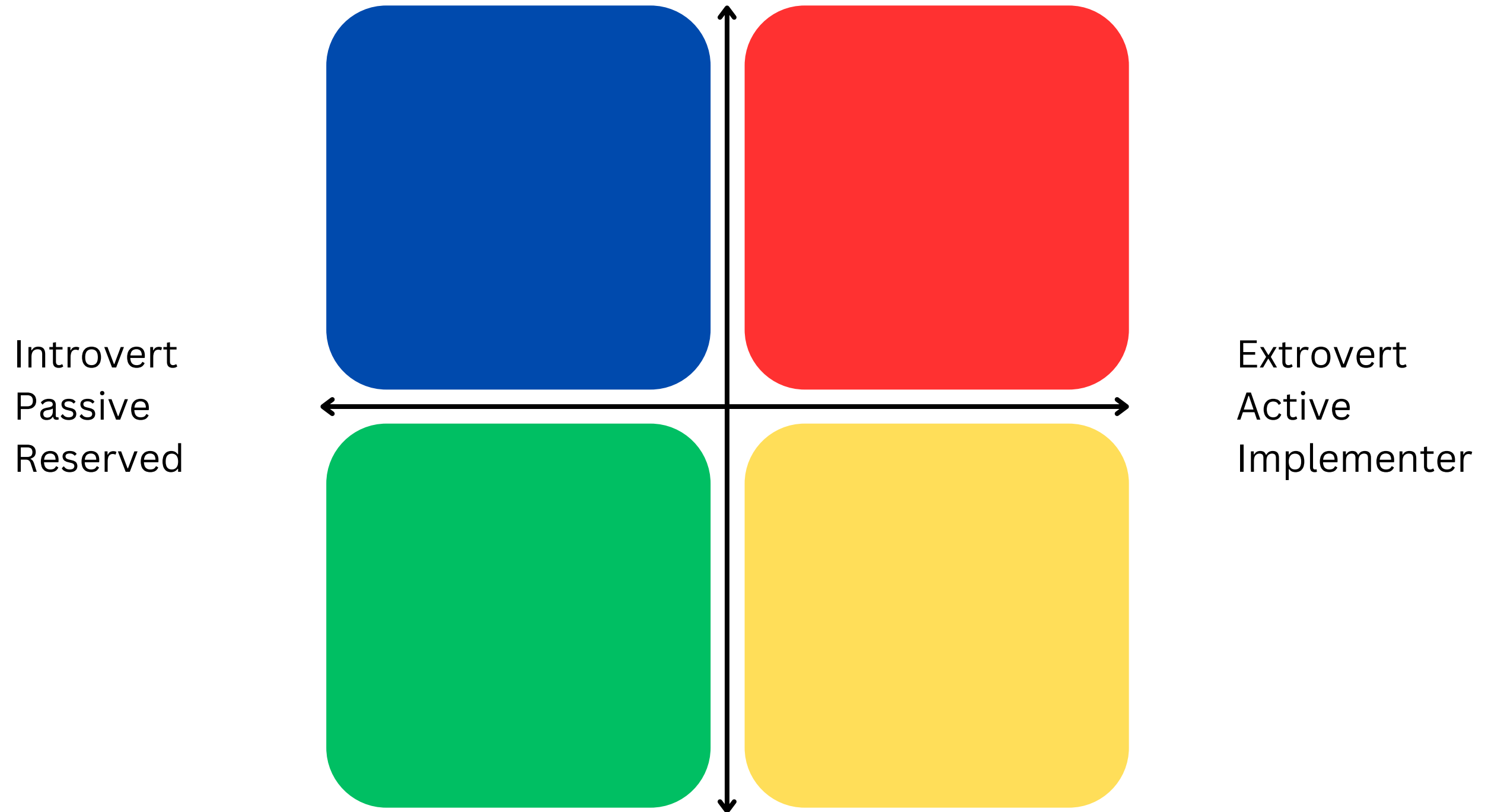
1. It is best to think everything all the way through from the beginning
2. He has thought of everything, so you should, too
3. We are not here to hang out and be cozy
4. No vision necessary. Stay in the real world
5. Facts are the only thing that matter
6. There is no substitute for quality

Adapting to **Blue** Behaviour (How to Behave when you meet a Blue)

1. The Devil is in the Details
2. Rome wasn't built in a day
3. Link the decision to quality

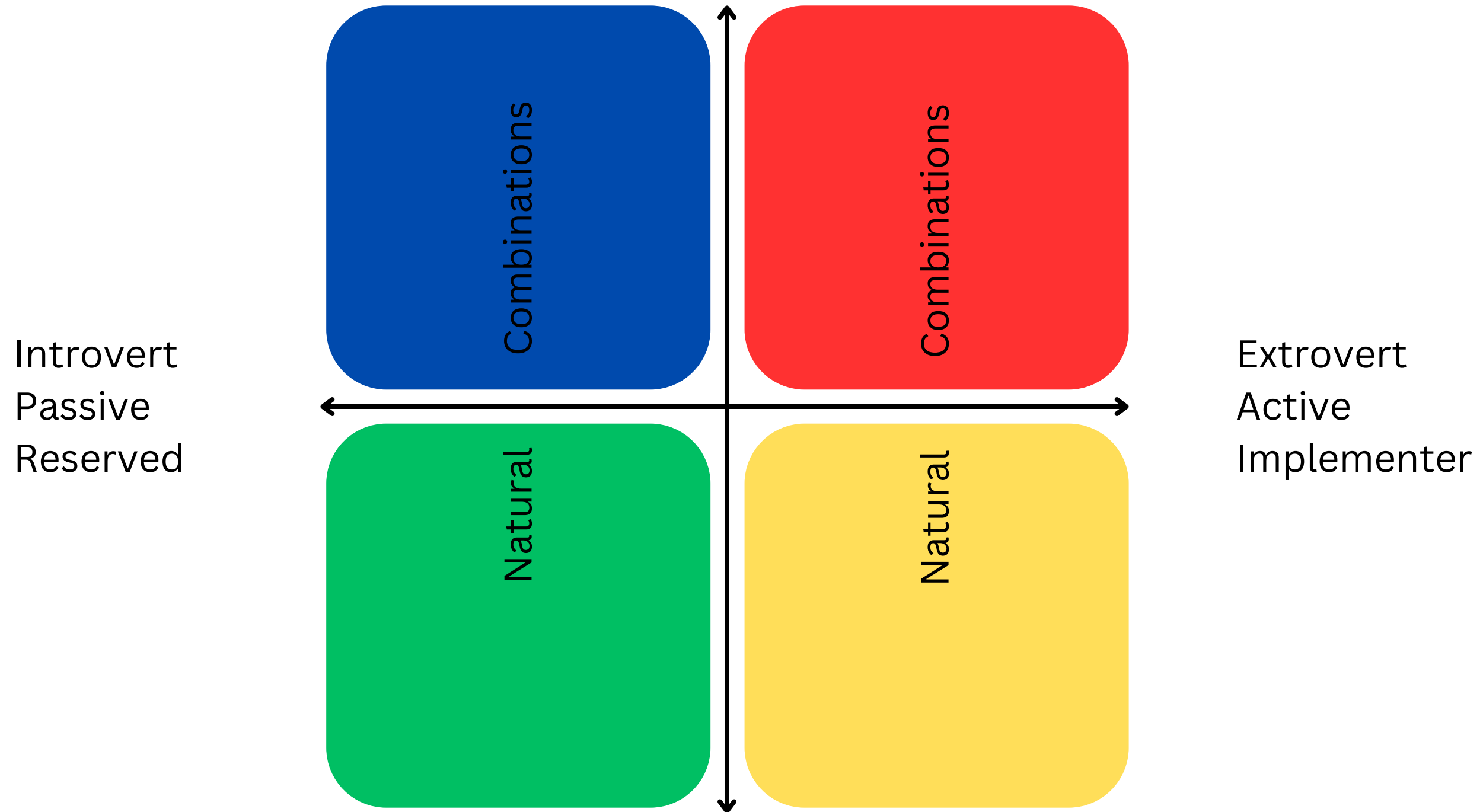


Task or Issue-oriented
Complementary combinations



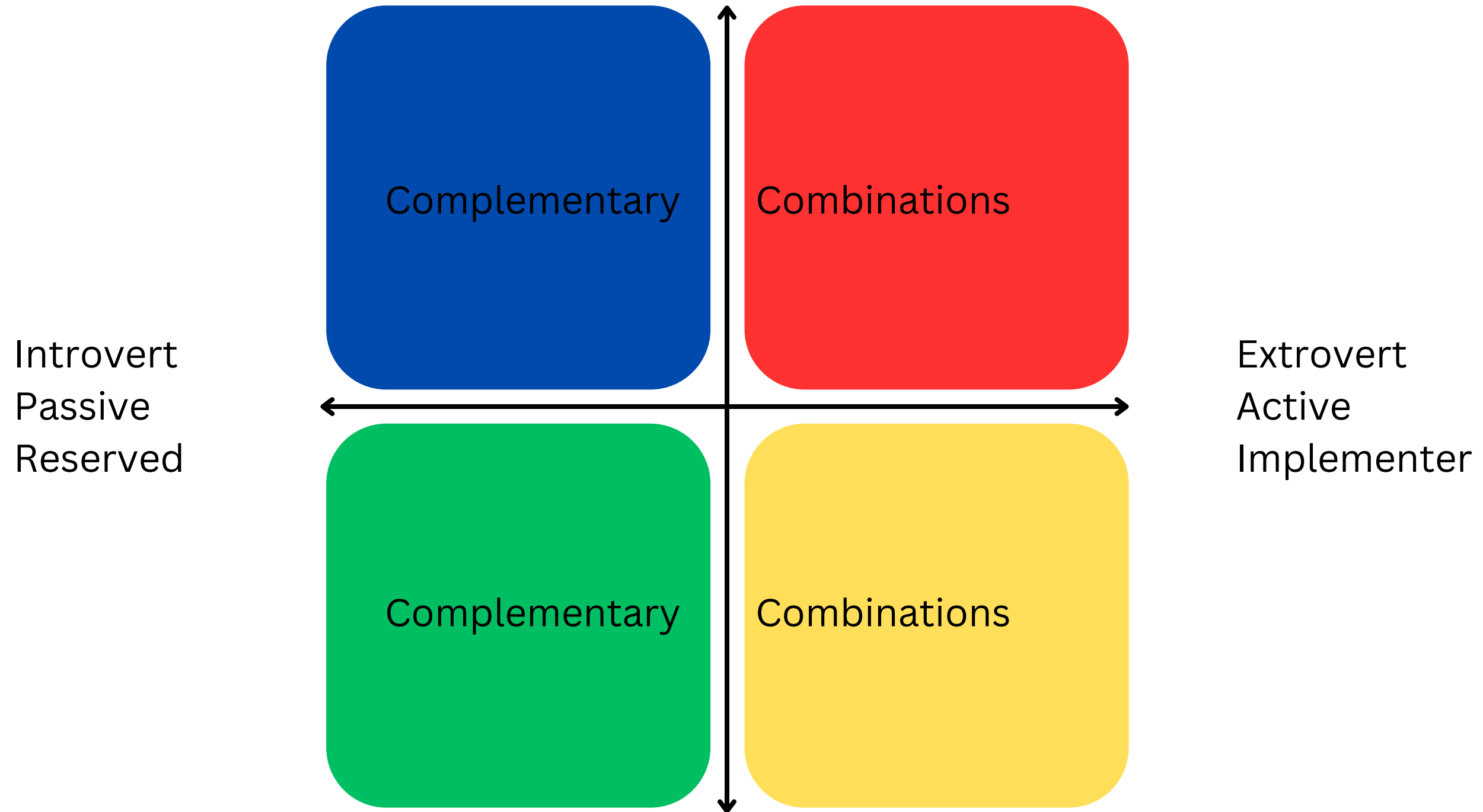
Relation-oriented
Complementary combinations

Task or Issue-oriented
Complementary combinations



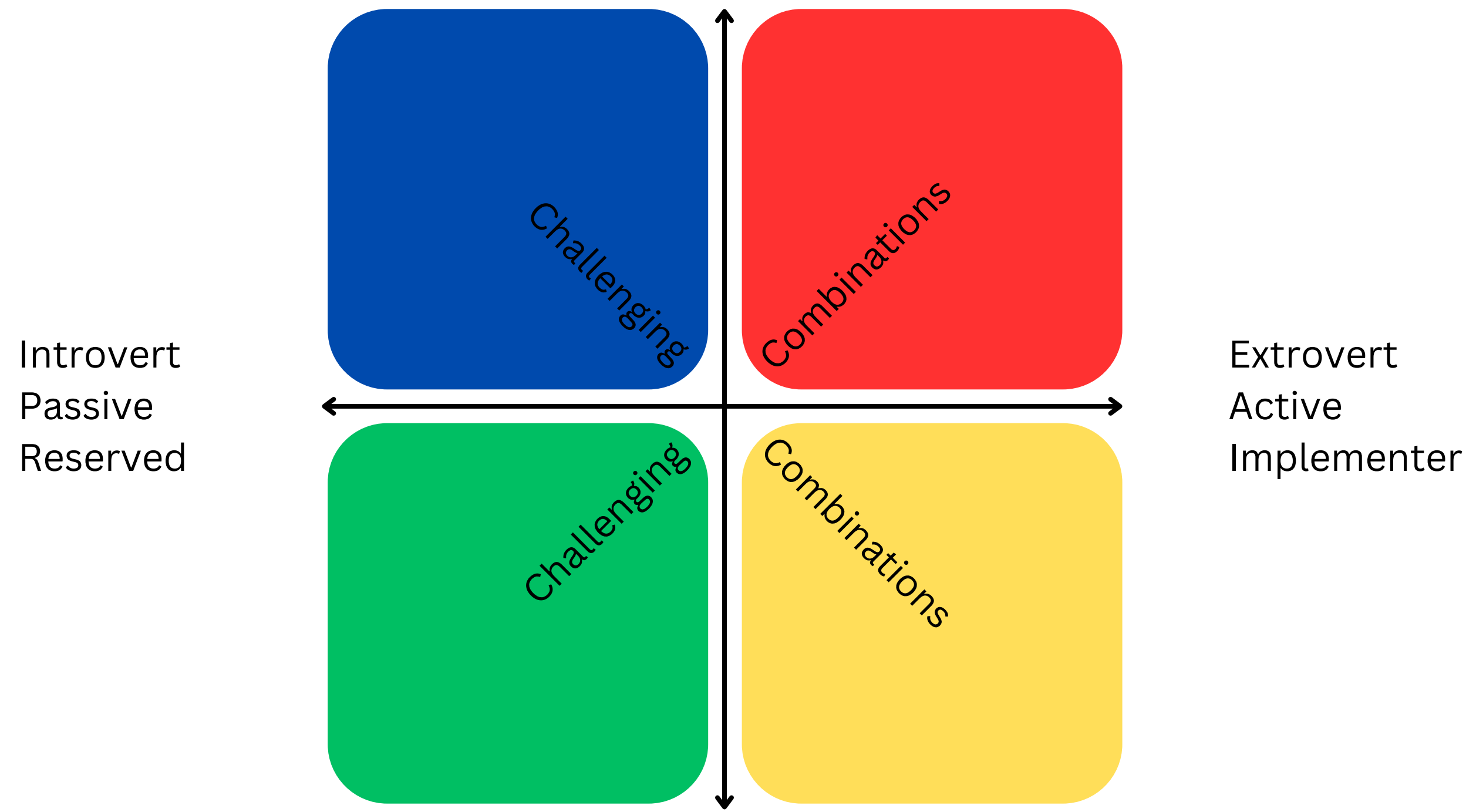
Relation-oriented
Complementary combinations

Task or Issue-oriented
Complementary combinations



Relation-oriented
Complementary combinations

Task or Issue-oriented
Complementary combinations



Relation-oriented
Complementary combinations

What happens when you put the same colors together in a team?

Time: 1 hour

Task: Solve a problem & Present



1. A lot of noise
2. A lot of discussion
3. Finished within 30-min
4. Everyone rushed to the stage



1. A lot of noise
2. A lot of discussion
3. Finished within 30-min
4. Everyone rushed to the stage

**Solved a completely different
problem!!!**



1. A lot of noise
2. A lot of discussion
3. Very entertaining presentation
4. Receive some applause



1. A lot of noise
2. A lot of discussion
3. Very entertaining presentation
4. Receive some applause

Did not solve the problem!!!



1. Quiet
2. Took a while to get to the stage
3. No one took command



1. Quiet
2. Took a while to get to the stage
3. No one took command

**Did not solve the problem!!!
More progress than Yellow.**



1. Super Quiet
2. Little discussion
3. Find issues with the problem



1. Super Quiet
2. Little discussion
3. Find issues with the problem

**Did not solve the problem!!!
They needed more time.**

Amy Peterson
INSIGHTS & INSPIRATIONS