

**The Game of all Games!
Do You See Other
Persons as They Are?**

Game: Check out your observation skills.

The Guessing Game



You are now ready to assess the behavioral predominance of any person or situation.

Many people say they know the best way to make friends and get along with people... but do they??? . . . do you??? **Start with persons you think you know.**

Prove that you know what motivates and esteems others!

Although a person is all four parts, many times certain behavioral clusters are more prominent or stronger. Some parts may even seem not to exist, e.g., the emotional part is suppressed. Taken on this superficial level, type theory may seem plausible.

How good are you at identifying the best way to communicate? What kind of leader are you? A successful leader knows the behavioral strengths. Guess the behavioral strength of anyone you know . . . superiors, peers, clients, customers, instructors, friends or family!

| NAME | BROWN BUILDER | BLUE RELATER | GREEN PLANNER | RED ADVENTURER | SCORE |
|--------------------|------------------|-----------------|------------------|-------------------|-------|
| My Guess for: Jan | 3 | 4 | 2 | 1 | |
| Actual Sort | 3 | 1 | 2 | 4 | 5 |
| _____ | _____ | _____ | _____ | _____ | |
| Actual Sort | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | |
| Actual Sort | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | |
| Actual Sort | _____ | _____ | _____ | _____ | _____ |

Blank spaces under NAME and above Actual Sort: Place the names of the persons you are guessing in the blank space

Blank spaces after name: Write the order of cards after the **NAME** in the blank spaces (number them 1 to 4) as you think each person will arrange them.

Reality Check: Have each person arrange the cards as she/he truly feels she/he is. Number them from 1 to 4. Place numbered arrangement next to **Actual Sort**. **Compare your guess with the actual arrangement of each person's cards.**

Score: The more balanced the person, the more difficult to choose the order. 5 points if you guess their 1st choice. 4 points if you guess their 2nd choice. 1 point each if you guess their 3rd and 4th choice. Total = 11.

You may score 7 points for both, if their 1st and 2nd choices were the inverse of your choices.

Many times the first two behavioral clusters are interchangeable. The backup is very important.

It takes practice to be able to pick out the third and fourth cluster. It is not crucial that you do so at the beginning stages. It is helpful to know the fourth cluster as this would indicate the persons behavioral weakness and steps may be taken to improve it, if desired. **Total possible score for each person is 11 POINTS.**

Number in my group: _____ x 11 = Possible score: _____ My score: _____

The Game of all Games!
How do other persons see you?



Secret Personality Identifier List: Reality Check

- 1) Check all the behaviors you believe you have.
- 2) Have acquaintances, business associates or family who know you check off all the behaviors they have experienced on separate forms.
- 3) Note the behavioral strength of the person assessing your behaviors. (Planner, Builder, Relater, Adventurer)
- 4) Compare your perceptions with those of others!

Remember, you are identifying clusters of learned behavior, not pigeon holing the person. Behaviors may change and often do adjust according to the situation.

Total each column: The highest total indicates the strongest communication strength of the person as perceived by the marker.

You may add ONLY POSITIVE behaviors that are not listed below clusters. This is a self-esteem builder, not a "personal griping session!"

♠ **BUILDER**

- prepared
- saves
- leader
- being in control
- dutiful
- sensible
- responsible
- power
- law and order
- dependable
- status
- track record
- authority
- tradition
- accountable
-
-

♥ **RELATER**

- friendly
- gives
- relater
- being accepted
- romantic
- harmonious
- loving
- sensitive heart
- emotional
- sympathetic
- honest feelings
- people-centered
- exterior detail
- act as a team
- group projects
-
-

♣ **PLANNER**

- logical
- creative
- strategist
- being perfect
- independent
- theoretical
- skeptical
- predicts
- thinker
- exactness
- reasonable
- analyzing
- interior detail
- innovative
- mastery
-
-

♦ **ADVENTURER**

- playful
- spends
- mover
- being spontaneous
- comradeship
- lighthearted
- exciting
- complete freedom
- action
- risks and chance
- fun and games
- fast machines
- quick
- merry making
- easy-come, easy-go
-
-

Total checks: Add the total number of check marks in each column. You may wish to add words to the list.

♠ **Builder** _____

♥ **Relater** _____

♣ **Planner** _____

♦ **Adventurer** _____

NOTE: The Secret Personality Check List is an indicator of present behaviors for self and others. This check list is not meant to indicate the behavioral strengths as the Card Sort or Discovery form. Challenge: Add logical words if you wish.

Your exercise for developing your ability to make an Accurate Perception of Any Person.

The objective of your **Winning Colors® process** is to empower you to apply successful communication strategies in **REAL LIFE** situations and relationships **quickly**: at work, home, recreation, business or education.

In order to take command of any situation, it is crucial

that you integrate this behavioral identification process into your life-style.

The following **PLAN OF ACTION** is suggested for a minimal competency.

Put the name of 3 people who you think have strong Planner behaviors. They would put the planner card at the 12 o'clock position or at least the 3 o'clock position. Checks out your guess by having them sort the cards. Learn how to read persons like a book.

| | | | | | |
|--|----------|----------------|----------------|----------------|-------------------|
| | Example: | Planner | Builder | Relater | Adventurer |
| Mary (My Assessment | | ___1___ | ___3___ | ___4___ | ___2___ |
| How Mary Actually Sorts the Cards | | ___3___ | ___1___ | ___2___ | ___4___ |

If you guessed Mary would sort the cards as above, this is an acceptable perception as often the 1st and 2nd choice are interchangeable.

If, however, you put the Relater/Adventurer as #1, than perhaps you are reading situations/relationships incorrectly.

| | <u>Planner</u> | <u>Builder</u> | <u>Relater</u> | <u>Adventurer</u> |
|---|----------------|----------------|----------------|-------------------|
| <u>My Assessment Planner first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | _____ | _____ | _____ | _____ |
| <u>My Assessment Planner first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | _____ | _____ | _____ | _____ |
| <u>My Assessment Planner first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | _____ | _____ | _____ | _____ |
| <u>My Assessment Builder first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | _____ | _____ | _____ | _____ |
| <u>My Assessment Builder first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | _____ | _____ | _____ | _____ |
| <u>My Assessment Relater first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | _____ | _____ | _____ | _____ |
| <u>My Assessment Relater first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | _____ | _____ | _____ | _____ |
| <u>My Assessment Relater first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | _____ | _____ | _____ | _____ |
| <u>My Assessment Adventurer first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | _____ | _____ | _____ | _____ |
| <u>My Assessment Adventurer first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | _____ | _____ | _____ | _____ |
| <u>My Assessment Adventurer first followed by</u> | ___1___ | _____ | _____ | _____ |
| <u>Actual Sort of Subject</u> | ___1___ | _____ | _____ | _____ |