

## Self-Scoring Key

Total the letters circled: A \_\_\_\_\_ B \_\_\_\_\_ C \_\_\_\_\_ D \_\_\_\_\_

Add A and C together and place that total below under RED.

Add B and C together and place that total below under YELLOW.

Add A and D together and place that total below under ORANGE.

Add B and D together and place that total below under GREEN.

RED

YELLOW

ORANGE

GREEN

A + C \_\_\_\_\_ B + C \_\_\_\_\_ A + D \_\_\_\_\_ B + D \_\_\_\_\_

Your highest numerical score denotes your predisposition for that particular personality color type. If your highest score is particularly high in your color type, it indicates that you are strongly influenced by the traits and patterns of behavior associated with that color type. If your numbers are within three points of each other, they indicate flexibility within that color type. It is not unusual if your color type is Green to have numbers very close in more than one color, because Greens are the chameleons of the personality world. It is also not unusual for the Green and Orange numbers to be close, meaning within five points of each other. The reason for this is that both the Green and Orange personality types make decisions based on whether they feel right and use emotional judgments such as right or wrong or good or bad to influence their decisions. The same holds true for Reds and Yellows, since both of these personality color types make decisions based on logical and impersonal analysis. It is interesting to note that your numerical scores may change depending on what is happening in your life. However, your strongest color type will remain constant no matter what challenges life places on your path.

Remember that no color is better or worse than any other. Use the information that surfaces through the PCI™ as a tool to help you better understand who you are and why you do the things you do. Using this information as a foundation to build from, you can strengthen your innate qualities and readjust the patterns of behavior that prevent you from getting what you want. At the same time, this information can help you understand the differences in people and provide insight into what you can do to create relationships which are mutually beneficial. The greater the understanding of personality, the more tolerance we have for those who are not like us.

**Note:** Each of us regularly uses all of the mental processes identified in the Personality Color Indicator (PCI)™. However, we do not use all of them equally well. The objective of this personality assessment is to identify your preferred core personality traits as they relate to your information-gathering and decision-making processes.



# WHAT COLOR IS YOUR PERSONALITY?™

Discovering Me • Understanding You • Bridging Our Differences™

The personality consists of both traits and characteristics, and when combined, they represent your personality type and how that personality expresses itself to the outer world. The traits of the personality reflect the inherent genetic coding which is responsible for determining the way the brain develops and the mental functioning used to gather information, to process information, and to make decisions. The traits of the personality serve as the organizing principle which directly affects all aspects of your life: how you think; why you act the way you do; the types of tasks you are drawn to and the ones you will avoid; the people you are attracted to and why you create the relationships you do; how you express love; what stresses you and how that stress affects you and drives the outward direction you will take in life. Traits represent the orderly arrangement of your attitudes, values, and beliefs and create the coping mechanisms you use to deal with the challenges that life presents you.

Understanding your personality offers you the unique opportunity to discover how to tap into your natural strengths and abilities. Learning more about other personalities helps you identify the compatibility factors to look for to build lasting relationships. Armed with this understanding you can increase your self-confidence, create relationships that are mutually beneficial, and turn your personal potential into reality.

## The Personality Color Indicator (PCI)™

The Personality Color Indicator™ identifies predominant personality traits as they define how you gather information, process information, and make decisions. It will classify your mental processing into four color categories: red, orange, yellow, and green. Colors are used to differentiate personality types only and are not actual color preferences. The best approach to take when making your selections is to act on your first instinctive response. Avoid becoming analytical or subjective, and do not make your selections based on how you want others to see you. Keep in mind that there are no right or wrong selections.

[www.whatcolorisyourpersonality.com](http://www.whatcolorisyourpersonality.com) • Ritberger Media Group

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**Instructions:** Read each statement carefully. If you agree with the statement or believe that it represents your most frequent and habitual pattern of behavior, circle the letter to its left. If you do not agree, go to the next statement.

- A 1. I consider myself to be down-to-earth.
- A 2. I prefer to stick to a set daily routine rather than put myself in unfamiliar situations.
- B 3. I enjoy using my creativity to come up with innovative ways of doing things rather than doing them the way that everyone else does.
- A 4. I stay focused and concentrate on what needs to be completed now rather than thinking about future tasks.
- B 5. I become bored with tasks that are repetitious and find myself looking for different and better methods of doing them.
- B 6. I enjoy the challenge of finding solutions to problems that are complex and that need to be explored from a variety of perspectives.
- A 7. I consider myself to be practical, not theoretical.
- B 8. I have a lot of thoughts in my head simultaneously and I am often accused of not listening or of being pre-occupied.
- A 9. I would rather work with facts and figures than theories and ideas.
- B 10. I pride myself on using my intellect and being a creative problem solver.
- A 11. I would rather deal with the known than explore possibilities.
- B 12. I prefer being original rather than traditional.
- B 13. I am interested in how machines and products work so I can come up with ways to improve them.
- B 14. I prefer learning new skills more than using old ones.
- A 15. I am detail oriented.
- A 16. I find myself attracted to people who are similar to me: realistic, practical, and involved with current issues.
- A 17. I become impatient and frustrated with problems or tasks that are too complicated.
- B 18. I prefer to read books that provoke thought and allow the mind to wander and explore a variety of scenarios.
- A 19. I would rather follow standard operating procedures than create new ways of doing things.
- A 20. I want work tasks and time expectations clearly defined before I begin a project.
- B 21. I am usually on a different wavelength than most people.
- B 22. I tend to answer questions with a question in order to gather more information.
- A 23. I interpret things literally rather than conceptually.
- A 24. I am more interested in the production and distribution of products rather than their design and application.
- B 25. I thrive on variety and dislike repetition.
- B 26. I am a risk taker and shun the conservative approach to life.
- A 27. I look for tried and proven ways to solve problems and rely on past experiences rather than wasting my time seeking new and unproven solutions.
- B 28. I enjoy listening to new ideas and exploring their potential rather than dealing with the mundane.

B 29. I would rather create with my mind than produce with my hands.

A 30. When confronted with a problem, I react quickly rather than dwelling on it before doing anything.

- D 31. I will suppress my own feelings rather than hurt the feelings of others.
- D 32. I go overboard for people and overextend myself to meet their needs even at my own expense.
- C 33. I do not show my feelings easily and have been told that I am hard to get to know.
- C 34. I would rather deal with task problems than people problems.
- C 35. I resolve conflicts based on what is fair rather than being concerned with feelings.
- D 36. I find that people tend to take advantage of my good nature and kindness/credence.
- C 37. I react with logic rather than emotion.
- C 38. I rarely seek advice from others before I make a decision.
- C 39. I am critical by nature and express my opinions freely.
- D 40. I warm up to people easily and would not want to be thought of as cold and indifferent.
- D 41. I prefer a work environment where there is no conflict and people are appreciated and praised for what they contribute.
- C 42. I make decisions based on logic rather than emotions.
- D 43. I show my feelings easily.
- D 44. I am much more accepting of others than judgmental.
- D 45. I expect those close to me to be sensitive to my feelings and emotional ups and downs, and I feel hurt when they are not.
- D 46. I resolve conflicts by asking people for their advice so that I can gain reassurance and confidence in my decisions.
- C 47. I stay calm, cool, and collected in situations where others are reacting emotionally.
- D 48. I am good at resolving people problems.
- C 49. I am a perfectionist and like things done the right way – my way.
- C 50. I am more task-oriented than people-oriented.
- D 51. I am more concerned with making good decisions than right decisions.
- C 52. I would rather work with someone who is reasonable and responsible than with someone who is thoughtful and kind.
- D 53. I am a peacemaker not an aggressor.
- D 54. I tend to be overly sympathetic to the needs of people.
- C 55. I am more interested in solving problems than dwelling on them.
- C 56. I deal with people issues straight forward and call them like they are.
- D 57. It is important to promote good feelings and harmony within my relationships.
- C 58. I think that it is more important to be respected than to be liked.
- D 59. I am good at creating a team atmosphere and getting others to rally around a common goal or cause.
- C 60. I show how much I care for someone by being responsible and conscientious rather than being emotional and sentimental.