

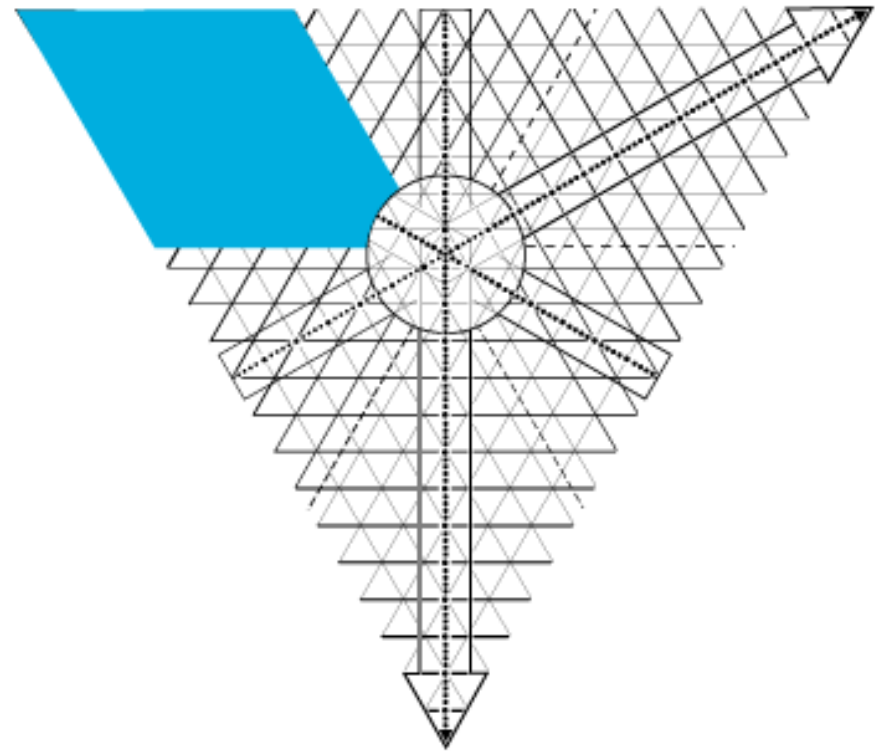
BLUE ALTRUISTIC-NURTURING



Concern for the Protection, Growth and Welfare of Others

VALUED RELATING STYLE

- t Being open and responsive to the needs of others
- t Seeking ways to bring help to others
- t Trying to make life easier for others
- t Trying to avoid being a burden to others
- t Ensuring others reach their potential
- t Ensuring others are valued
- t Defending the rights of others



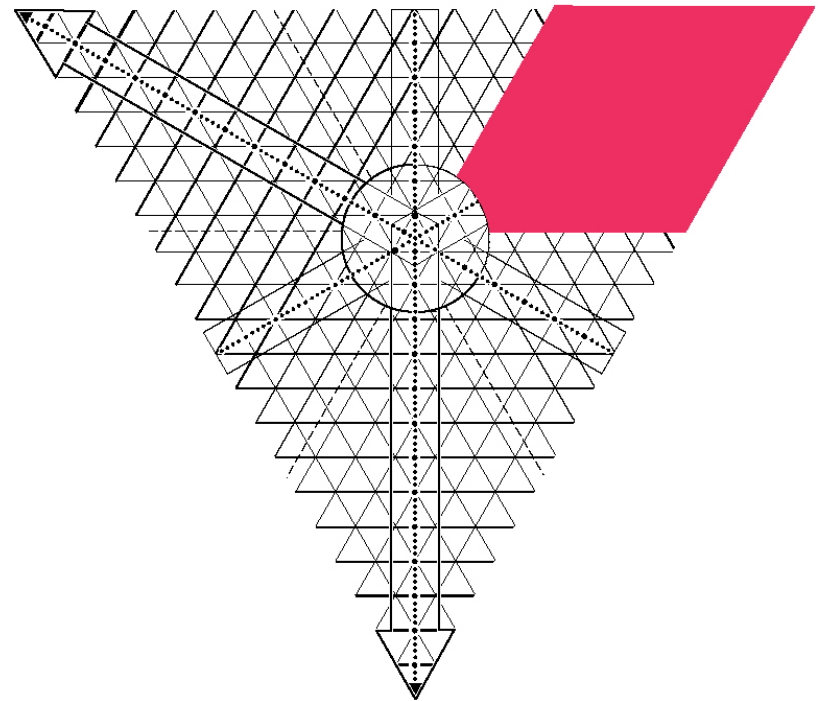
RED ASSERTIVE-DIRECTING



Concern for Task Accomplishment, Concern for the Organisation of People, Time, Money and Any Other Resources to Achieve Desired Results

VALUED RELATING STYLE

- t Competing for authority, responsibility and positions of leadership
- t Exercising persuasion
- t Being alert to opportunity
- t Claiming the right to earned rewards
- t Accepting challenges
- t Accepting risk-taking as necessary and desirable
- t Demonstrating competitiveness



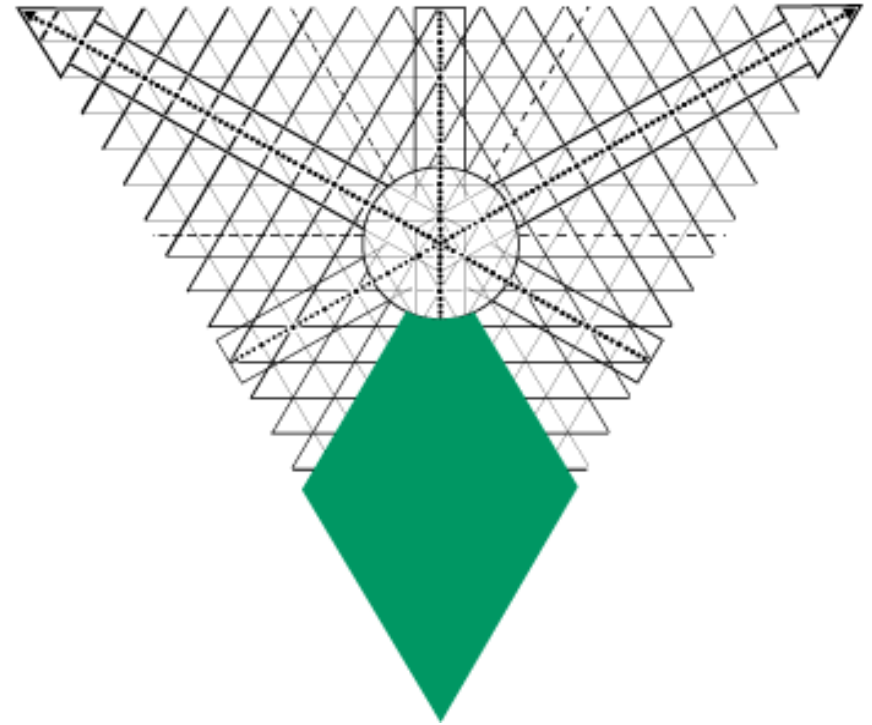
GREEN ANALYTIC-AUTONOMIZING



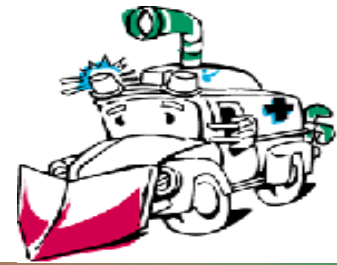
Concern for Assurance That Things Have Been Properly Thought Out
Concern for Meaningful Order Being Established and Maintained
Individualism, Self-Reliance & Self-Dependence

VALUED RELATING STYLE

- t Being objective
- t Being right
- t Being principled
- t Being in control of emotions
- t Being practical
- t Being cautious and thorough
- t Being fair
- t Being resolute
- t Being serious
- t Being their own “judge and jury”
- t Being their “own person”
- t Thinking things through before acting



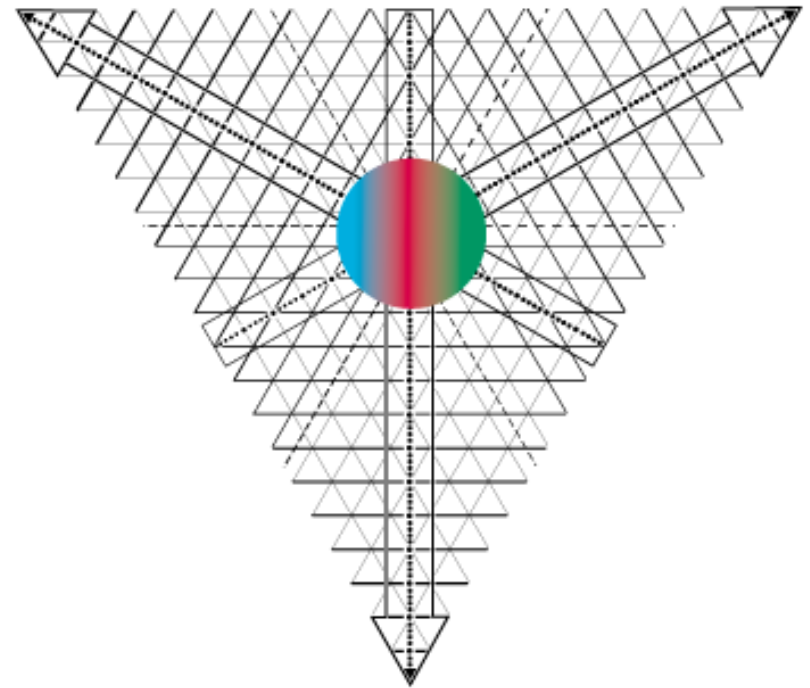
HUB FLEXIBLE-COHERING



Concern for Flexibility
Concern for the Welfare of the Group
Concern for the Members of the Group and for Belonging in the Group

VALUED RELATING STYLE

- t Being curious about what others think and feel, open minded and willing to adapt
- t Experiments with different ways of acting
- t Proud to be a “member”
- t Likes to know a lot of people
- t Likes to be known by a lot of people
- t Likes to be known as flexible



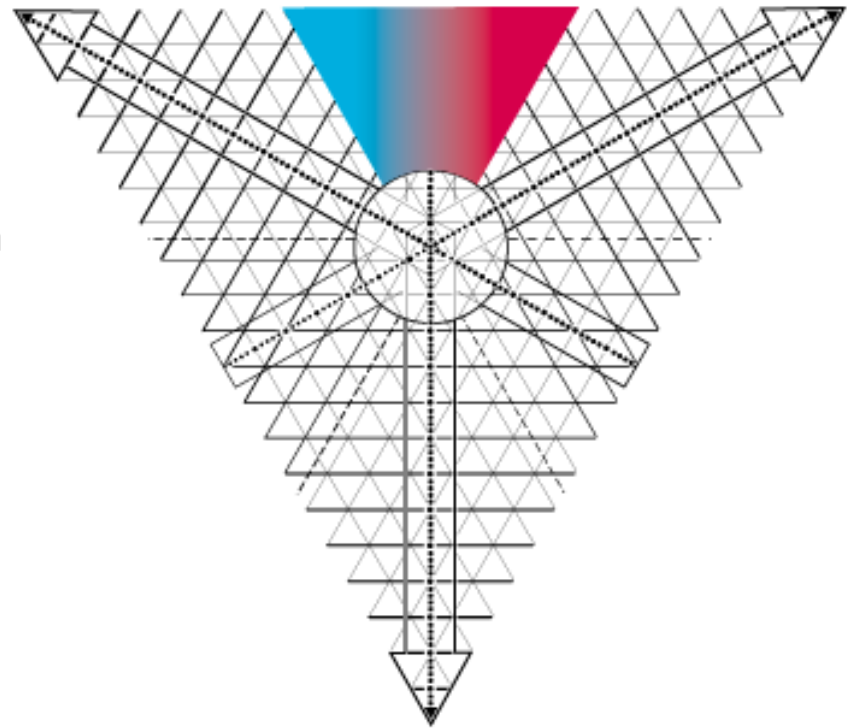
RED-BLUE ASSERTIVE-NURTURING



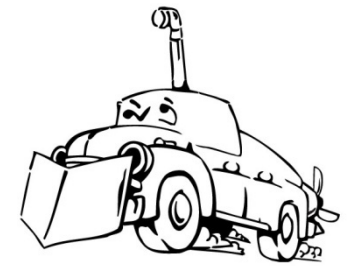
Concern for the Protection, Growth and Welfare of Others Through Task Accomplishment and Leadership

VALUED RELATING STYLE

- t Actively seeking opportunities to help others
- t Persuading others to ensure maximum growth and development of others
- t Being open to proposals for creating welfare and security for others
- t Creating enthusiasm and support in tackling obstacles to success



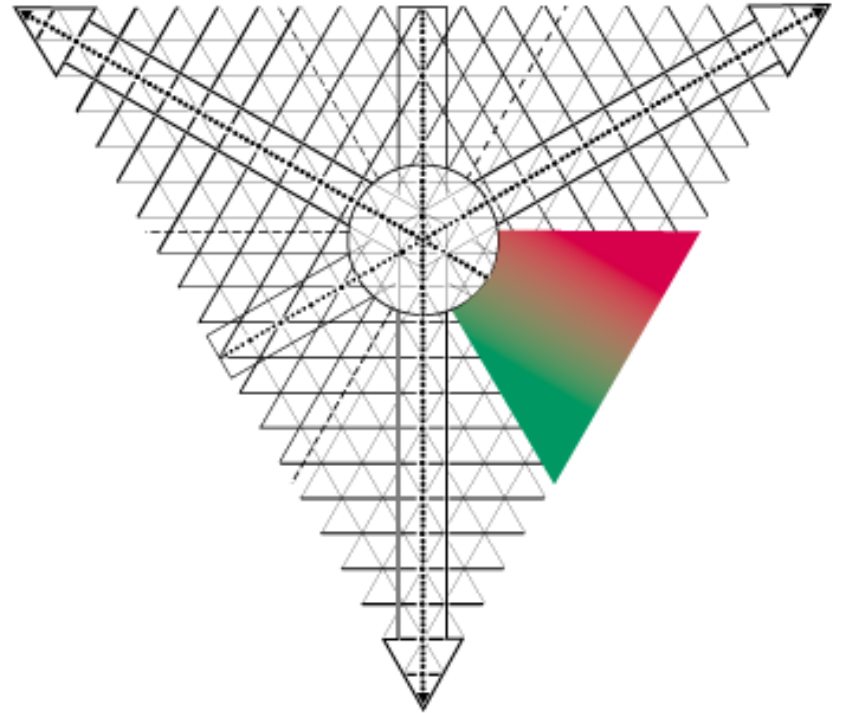
RED-GREEN JUDICIOUS-COMPETING



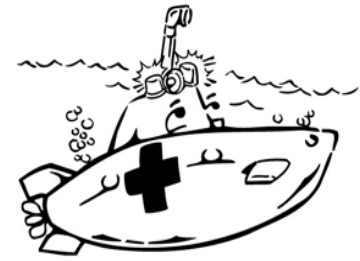
Concern for Intelligent Assertiveness, Justice, Leadership, Order, and Fairness in Competition

VALUED RELATING STYLE

- t Providing rational leadership that can assess risks and opportunities
- t Being decisive and proactive when all the facts are in
- t Challenging opposition through thoughtful process and strategy



BLUE-GREEN CAUTIOUS-SUPPORTING



Concern for Affirming and Developing Self-Sufficiency in Self and Others,
Concern for Thoughtful Helpfulness with Regard for Justice

VALUED RELATING STYLE

- t Building effective processes and resources to protect or enhance welfare of others
- t Offering assistance for greater self-sufficiency and independence
- t Supporting activities that lead to growth
- t Fighting for principles that are fair

