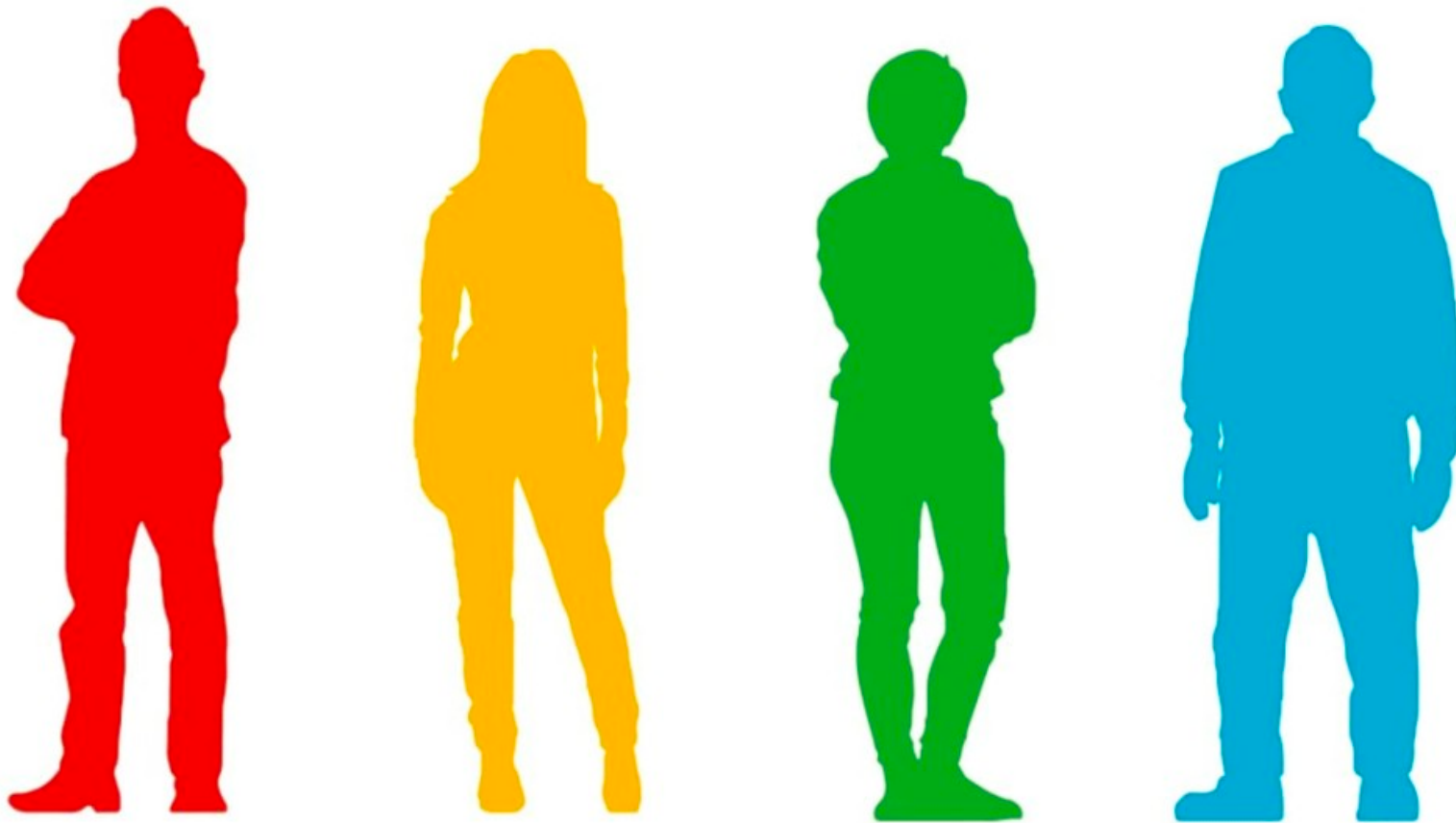


We all feel **surrounded by idiots.**

But this is because we are different

And we don't **understand the others**



Discover the 4 types of personalities



REDS

Dominant, ambitious, convincing, impatient, pioneering, direct, innovative

- ① Good at making quick decisions
- ② Fast in the thought-action mechanism
- ③ High-level thinking (not minor details)



How to deal with Reds?

- ▶ If you want to adapt to them, **speak and act more quickly**, check the clock frequently, and if you can finish a meeting in half the expected time, do it.
- ▶ If you want to help them, show them the importance of **paying attention to details**, explain the risks of rushing too much, make Reds wait for the rest.

Famous Reds: *Steve Jobs, Margareth Thatcher, Roosevelt*

YELLOWWS

Spontaneous, optimistic, talkative, creative, empathetic, open, charming

- ① Good talkers and communicators
- ② Love to be the center of attention
- ③ Sensitive and flattery



How to deal with Yellowws?

- ▶ If you don't want to lose their attention, ignore the little things, and always start with the **big questions**.
- ▶ Accept that they always follow their instincts.
- ▶ Show that you are available, smile a lot, and make sure you have **open body language**.

Famous Yellowws: *Oprah Winfrey, Robin Williams*

GREENS

Patient, kind, loyal, reliable, thoughtful, friendly, helpful, indecisive



- ① Care for people, love to help others
- ② Don't like to be the center of attention
- ③ Make good teams but don't like crowds

How to deal with Greens?

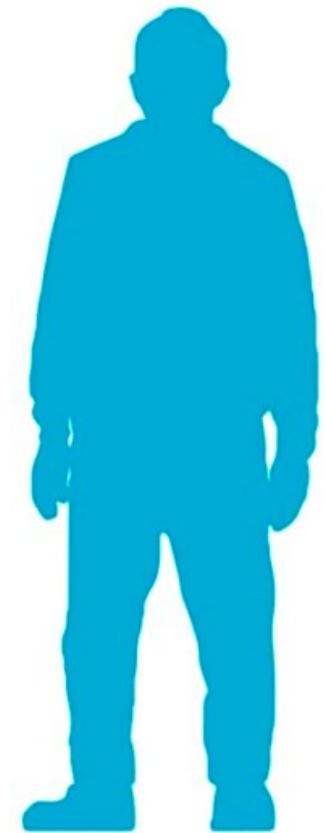
- ▶ Help them **face their fears**. Peace and calm make them feel safe, and you have to respect that.
- ▶ They won't plan anything, go ahead and **tell them what the plan is**, step by step.
- ▶ Be careful what you say to a person with a green personality: if it's a **criticism, do it in private**.

Famous Greens: *Gandhi, Michelle Obama, Jimmy Carter*

BLUES

*Methodical, precise, distant
perfectionists, cautious*

- 1 Know how to work with detail
- 2 Remember a lot of things
- 3 Good at complicated processes



How to deal with Blues?

- ▶ Focus on the task at hand, work with lists to write down **concrete facts and objectives**.
- ▶ In a work environment, **don't ask how personal things are going**. Forget the inspirational speeches, stick to the facts and be very clear.
- ▶ Prepare well and make sure you have **answers for everything**.

Famous Blues: *Albert Einstein, Bill Gates*