

# Personalities in The Workplace

Names from Different Systems	How to Spot Them	How to Win Them	Codes
<p><b>Gold</b></p> <p>Phlegmatic, Sentinel, Guardian, Director, Rhino, Driver</p>	<ul style="list-style-type: none"> <li>• Serve and preserve</li> <li>• Busy</li> <li>• Controlling</li> <li>• Observant and clear on right/wrong</li> <li>• Inflexible</li> <li>• Likes Order</li> </ul>	<ul style="list-style-type: none"> <li>• Fact</li> <li>• Speed</li> <li>• Authority</li> <li>• Doing what you said</li> </ul>	<p><b>SJ</b></p>
<p><b>Orange</b></p> <p>Sanguine Explorer, Socializer, Artisan, Lovebird, Expressive</p>	<ul style="list-style-type: none"> <li>• Talks</li> <li>• Enthusiastic and warm</li> <li>• Observant</li> <li>• Flexible</li> <li>• Art, Sports, Fun</li> <li>• Often good story-tellers – Can be competitive</li> <li>• Leader</li> <li>• Persuader</li> <li>• Self</li> </ul>	<ul style="list-style-type: none"> <li>• Relationship</li> <li>• Positive feedback</li> <li>• Mutual acquaintances</li> <li>• Give freedom</li> </ul>	<p><b>SP</b></p>
<p><b>Blue</b></p> <p>Melancholic Diplomat, Idealist, Relator Cow, Amiable</p>	<ul style="list-style-type: none"> <li>• Listens</li> <li>• Empathy</li> <li>• Integrity</li> <li>• Intuitive</li> <li>• Feeling</li> <li>• Kind</li> <li>• Names, network</li> <li>• Cooperative</li> </ul>	<ul style="list-style-type: none"> <li>• Inclusion</li> <li>• Network, names.</li> <li>• Explain well</li> </ul>	<p><b>NF</b></p>
<p><b>Green</b></p> <p>Choleric Analyst, Rational, Analytical, Owl</p>	<ul style="list-style-type: none"> <li>• Learning</li> <li>• Thinking</li> <li>• Intuitive</li> </ul>	<ul style="list-style-type: none"> <li>• Lots of facts</li> <li>• Time to think</li> </ul>	<p><b>NT</b></p>