

# HOW TO USE TRUE COLORS ON A DAY-TO-DAY BASIS

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Review each scenario and on the blank line write down one of the following: a Color, Introversion, or Extraversion.

1. A staff member who is never late and comes to work even when she is sick is probably \_\_\_\_\_
2. Someone from another department comes in to hand in some paperwork. They take a pen off your desk without even asking and use it to complete the document. When they leave they walk off with your pen. They are probably \_\_\_\_\_ or \_\_\_\_\_
3. A staff member who consistently keeps appointments waiting more than 10 minutes is probably \_\_\_\_\_ or \_\_\_\_\_ Why?
4. A staff member who keeps to herself and rarely engages in conversation is probably \_\_\_\_\_
5. A staff member who seems to spend all her time talking to others is probably \_\_\_\_\_
6. A staff member who doesn't seem to care about having an orderly office is probably \_\_\_\_\_  
What other characteristics would you look for to know for sure?

## SCENARIOS

7. Your office is having a brainstorming session. One individual sits back in the corner and doesn't speak unless addressed. However, an hour after the conclusion of the meeting comes to you with great ideas. What can you surmise about this individual's personality? What could you do to get this individual to participate more fully during the meeting and present those ideas during the meeting?
8. One person in the brain-storming session is very vocal and wants to accept the first good idea that comes up and move on to the next issue without giving time for a thorough discussion. What can you surmise about this individual's personality? What could you do to keep the individual engaged? With what other personality types is this individual likely to clash?
9. Enrollment has dropped by 15%. Radical action has to be taken and you are asked to lead a new outreach program created by your staff team to reinvent the Student Ambassadors to send student recruiters into neighboring states to represent ECU at high school presentations all over the southeastern region. You are given the freedom to choose your own teammates and select the students chosen to go. How will you use True Colors to help you select team members and students? What Colors would you select for which roles?
10. You agree to write a reference letter for a Biology major who is applying to medical school. How would True Colors help you decide what to emphasize in your letter to the admissions committee?