**Colour Communications Style Questionnaire**

(Questionnaire sourced from - Department of Enterprise Services, Washington State)

**DIRECTIONS**

1. Read the rows of words across horizontally, from left to right.

2. Assign each word a numerical priority indicating the degree to which it describes you, using the following scale: 4 = Most like you 1 = Least like you

3. Use each numeral, 1, 2, 3, and 4 only once per row,

e.g.: 2 Accurate 1 Patient 3 Gregarious 4 Direct

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Score** |  | **Score** |  | **Score** |  | **Score** |
| Accurate |  | Patient |  | Gregarious |  | Direct |  |
| Systematic |  | Loyal |  | Persuasive |  | Daring |  |
| Aloof |  | Passive |  | Impulsive |  | Stubborn |  |
| Mature  |  | Stable |  | Confident |  | Self-reliant |  |
| Conventional |  | Serene |  | Self-promoting |  | Forceful |  |
| Restrained |  | Even tempered |  | Charming |  | Quick |  |
| Practical |  | Predictable |  | Emotional |  | Bold |  |
| Competent |  | Intelligent |  | Colourful |  | Creative |  |
| Devout |  | Evaluative |  | Passionate |  | Risk taker |  |
| Humble |  | Gentle |  | Optimistic |  | Self-directed |  |
| Perfectionist |  | Easy mark |  | Talkative |  | Impatient |  |
| Law abiding |  | Good listener |  | High spirited |  | Outspoken |  |
| Respectful |  | Content |  | Playful |  | Experimental |  |
| Obliging |  | Neighbourly |  | Popular |  | Restless |  |
| Cautious |  | Moderate |  | Good mixer |  | Competitive |  |
|  |  |  |  |  |  |  |  |
| **Totals** |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |

**ASSESSMENT RESULTS**

Plot each column total from the previous page onto the table below.

For each column, place a large dot in the row representing the range for your total.

Each column represents one of the styles.

Note which is your first, second and least preferred colour.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Blue** | **Green** | **Yellow** | **Red** |
| **>51** |  |  |  |  |
| **46-50** |  |  |  |  |
| **41-45** |  |  |  |  |
| **36-40** |  |  |  |  |
| **31-35** |  |  |  |  |
| **26-30** |  |  |  |  |
| **>25** |  |  |  |  |