True Colors can help!

How: By identifying majors and careers that fit your personality strengths!

(Temperament Theory)
Brief History

• (250BC) Hippocrates noted 4 temperaments: Sanguine, Melancholic, Choleric and Phlegmatic

• (1920’s) Carl Jung noted 4 types (functions): Intuition, Sensing, Feeling and Thinking
  Jung's work laid the foundation for the 16 Myers/Briggs Personality Types

• (1960’s) David Keirsey identified:
  • Artisan, Guardian, Idealist and Rational
True Colors was founded in 1978 by Don Lowry.

It is based on David Keirsey’s four temperaments:

**Idealist**  **Guardian**  **Rational**  **Artisan**
In career development it is best to emphasize your natural preferences.

Your True Colors!
Natural preferences are a good thing!

<table>
<thead>
<tr>
<th>Preferred Hand</th>
<th>Non-preferred Hand</th>
</tr>
</thead>
<tbody>
<tr>
<td>Easy</td>
<td>Hard</td>
</tr>
<tr>
<td>Quick</td>
<td>Difficult</td>
</tr>
<tr>
<td>Natural</td>
<td>Strange</td>
</tr>
<tr>
<td>Effortless</td>
<td>Forced</td>
</tr>
<tr>
<td>Comfortable</td>
<td>Awkward</td>
</tr>
<tr>
<td>Authentic</td>
<td>Had to fake it</td>
</tr>
</tbody>
</table>
The True Colors are:

• Blue (The Idealist)
• Gold (The Guardian)
• Green (The Rational)
• Orange (The Artisan)
### Some Brief Descriptors

<table>
<thead>
<tr>
<th><strong>Blue</strong></th>
<th><strong>Gold</strong></th>
<th><strong>Green</strong></th>
<th><strong>Orange</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Enthusiastic</td>
<td>Loyal</td>
<td>Analytical</td>
<td>Witty</td>
</tr>
<tr>
<td>Sympathetic</td>
<td>Dependable</td>
<td>Global</td>
<td>Charming</td>
</tr>
<tr>
<td>Personal</td>
<td>Prepared</td>
<td>Conceptual</td>
<td>Spontaneous</td>
</tr>
<tr>
<td>Warm</td>
<td>Thorough</td>
<td>Cool</td>
<td>Impulsive</td>
</tr>
<tr>
<td>Communicative</td>
<td>Sensible</td>
<td>Calm</td>
<td>Generous</td>
</tr>
<tr>
<td>Compassionate</td>
<td>Punctual</td>
<td>Collected</td>
<td>Impacting</td>
</tr>
</tbody>
</table>

10% 45% 10% 35%

**Which color best describes your personality?**
Blue (The Idealist)

Identity-Seeking Personality

Blues seek harmony. They strive to understand themselves and others. They are true romantics. People describe Blues as being nurturing. People often confide in Blues.
Gold (The Guardian)

Security-Seeking Personality

Golds like stability. They are consistent and usually very organized. They are dependable. Golds don't like change or people who break the rules. People describe Golds as being efficient. People can rely on Golds to keep their word.
Green (The Rational)

Knowledge-Seeking Personality

Greens are investigators. They thrive on learning and analyzing everything. They often find creative solutions to problems. People describe Greens as being non-conformist and independent.
Orange (The Artisan)

Stimulation-Seeking Personality

Oranges like action. They are adventurous and carefree. They like being in motion and challenged. People describe Oranges as being competitive and fun to be around. They are natural performers.
What is your **Primary True Color**?

- ____ Warm, compassionate Blue?
- ____ Helpful, dependable Gold?
- ____ Independent, creative Green?
- ____ Fun-loving, adventurous Orange?
Your **Primary Color** is your **True Color**?

1. **Independent, creative Green!**

2. **Warm, compassionate Blue**

3. **Helpful, dependable Gold**

4. **Fun-loving, adventurous Orange**

(John Doe Example)
Sample Majors and Careers for Blues

Sample Majors and Careers for Golds

Business Administration, Law Enforcement, Pharmacy, Nursing, Library Science, Finance, Dentistry, Forestry, Math, Computer Programmer, Human Resources and more.
Sample Majors and Careers for Greens

Law, Engineering, Chemistry, Biology, Creative Writing, Philosophy, Medicine, Film, Architecture, Psychologist, Motion Picture Director, Political Science and more.
Sample Majors and Careers for Oranges

To learn more about Temperament Theory ...

• Read Dr. Keirsey's Book “Please Understand Me II” for a better understanding of your personality strengths.
Important Tip!

• Be careful not to make a decision based solely on someone else’s dreams and desires.