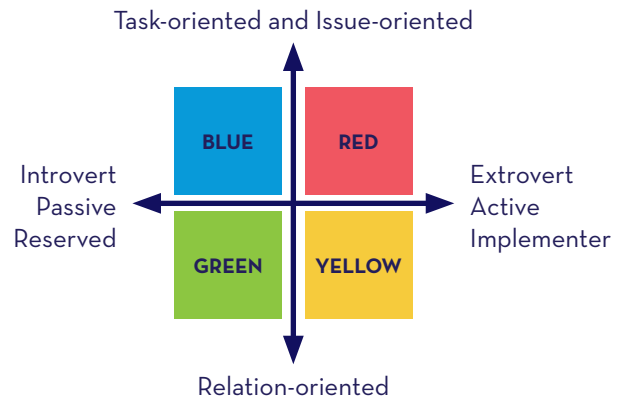


# TOOL

## Engage the Opposite



RED	YELLOW	GREEN	BLUE
Aggressive	Talkative	Patient	Conscientious
Ambitious	Enthusiastic	Relaxed	Systematic
Strong-willed	Persuasive	Self-controlled	Distant
Goal-oriented	Creative	Reliable	Correct
Pushing	Optimistic	Composed	Conventional
Problem-solver	Social	Loyal	Seems insecure
Pioneer	Spontaneous	Modest	Objective
Decisive	Expressive	Understanding	Structured
Innovator	Charming	Lengthy	Analytical
Impatient	Full of vitality	Stable	Perfectionist
Controlling	Self-centered	Prudent	Needs time
Convincing	Sensitive	Discreet	Reflecting
Performance-oriented	Needs attention	Helpful	Quality-oriented
Initiator	Encouraging	Producer	Scrutinizes
Speed	Communicative	Persistent	Follows rules
Timekeeper	Flexible	Reluctant	Logical
Intense	Open	Thoughtful	Questioning
Opinionated	Sociable	Conceals feelings	Meticulous
Straightforward	Imaginative	Considerate	Reflecting
Independent	Easygoing	Kind	Reserved
TOTAL _____	TOTAL _____	TOTAL _____	TOTAL _____