

Exercise 1: Discover your Communication Power

Directions: In this exercise you will determine which of your Winning Colors® are the strongest at the present time: planner, builder, relater, or adventurer. The four parts of self and your power to communicate reside in your ability to exhibit different behaviors in situations. Although everyone is comprised of each of the behaviors in diverse extents, the goal of Winning Colors® is to work to develop a balance between the four colors.

1. Start by numbering the following words or phrases in each item (a, b, c, d) from 1 to 4, moving horizontally across each row in order of importance to you. Number 1 would be the word or phrase that best describes your feelings of comfort and what you like inside – NOT how you would like to be – NOT how you act because of outside forces.
2. Total the vertical columns.
3. Circle the lowest score. Put a box around your second lowest score. **Note:** The lowest score identifies you present communication POWER or Winning Color. Your boxed score is your backup communication Power.
4. Read the next page of this exercise and then fill in the TREND blanks with the four parts of self that match the words in the column.
5. Next fill in the COLOR blanks with the color that matches the TREND based on the next page.

< 1=Most Important > < 2=Very Important > < 3=Somewhat Important > < 4=Least Important >			
A	B	C	D
Being prepared Rating: _____	Let's all be friends Rating: _____	Developing better and more logical ways Rating: _____	Living today and not worrying about tomorrow Rating: _____
Telling people what they should do Rating: _____	Talking and socializing Rating: _____	Understanding and analyzing about tomorrow Rating: _____	Having fun and excitement with people Rating: _____
Saving and budgeting Rating: _____	Giving Rating: _____	Creating Rating: _____	Spending Rating: _____
Leading Rating: _____	Relating Rating: _____	Planning Rating: _____	Exploring Rating: _____
Being Organized Rating: _____	Bring loved and accepted Rating: _____	Being correct and competent Rating: _____	Being in spontaneous action Rating: _____
A Total: _____	B Total: _____	C Total: _____	D Total: _____
Trend: _____	Trend: _____	Trend: _____	Trend: _____
Color: _____	Color: _____	Color: _____	Color: _____

Exercise adapted from Conflict Resolution Through Winning Colors® used with permission by authors Stefan Neilson and Shay Thoeke ©1999.

Note: Make sure the phrases are numbered and the columns are totaled before going any further.

Directions: In your table on the previous page, fill in the appropriate trend word and corresponding color found below.

- A. Under column A the TREND is **Builder** and the COLOR is **Brown**, representing leadership and decisiveness.
- B. Under column B the TREND is **Relater** and the COLOR is **Blue**, showing openness and feeling.
- C. Under column C the TREND is **Planner** and the COLOR is **Green**, containing deep, hidden, changing currents.
- D. Under column D the TREND is **Adventurer** and the COLOR is **Red**, producing excitement, action and fun.

According to the creators of Winning Colors[®], the colors symbolize the four elements of life: Earth, Air, Water, and Fire.