

Hartman's **COLOR CODE** test

For each cluster choose the one trait that best describes you. Try to focus on who you are, versus who you wish you were. If you are stuck between two options, choose the option that describes you as a child. Remember, your first impression is usually the best.

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|-----|--|-----|--|-----|--|
| 1. | A) Opinionated
B) Nurturing
C) Inventive
D) Outgoing | 11. | A) Determined
B) Detail Oriented
C) A Good listener
D) A party person | 21. | A) Logical
B) Emotional
C) Agreeable
D) Popular |
| 2. | A) Power-oriented
B) A perfectionist
C) Indecisive
D) Self-Centered | 12. | A) Demanding
B) Unforgiving
C) Unmotivated
D) Vain | 22. | A) Always Right
B) Prone to feel Guilt
C) Unenthusiastic
D) Uncommitted |
| 3. | A) Dominant
B) Sympathetic
C) Tolerant
D) Enthusiastic | 13. | A) Responsible
B) Idealistic
C) Considerate
D) Happy | 23. | A) Pragmatic-Practical
B) Well-Behaved
C) Accepting
D) Spontaneous |
| 4. | A) Self-serving
B) Suspicious
C) Unsure
D) Naive | 14. | A) Impatient
B) Moody
C) Passive
D) Impulsive | 24. | A) Merciless
B) Thoughtful
C) Uninvolved
D) Show off |
| 5. | A) Decisive
B) Loyal
C) Contented
D) Playful | 15. | A) Strong-willed
B) Respectful
C) Patient
D) Fun-Loving | 25. | A) Task-oriented
B) Sincere
C) Diplomatic
D) Lively |
| 6. | A) Arrogant
B) Worry Prone
C) Silently Stubborn
D) Flighty | 16. | A) Argumentative
B) Unrealistic
C) Directionless
D) An Interrupter | 26. | A) Tactless
B) Hard to Please
C) Don't get much done
D) Loud |
| 7. | A) Assertive
B) Reliable
C) Kind
D) Sociable | 17. | A) Independent
B) Dependable
C) Even-Tempered
D) Trusting | 27. | A) Direct
B) Creative
C) Adaptable
D) A Performer |
| 8. | A) Bossy
B) Self-Critical
C) Reluctant to do
D) A Teaser | 18. | A) Aggressive
B) Often depressed
C) Ambivalent
D) Forgetful | 28. | A) Calculating
B) Self-Righteous
C) Self-Deprecating
D) Disorganized |
| 9. | A) Action-oriented
B) Analytical
C) Easygoing
D) Carefree | 19. | A) Powerful
B) Deliberate
C) Gentle
D) Optimistic | 29. | A) Confident
B) Disciplined
C) Pleasant
D) Charismatic |
| 10. | A) Critical of others
B) Overly Sensitive
C) Shy
D) Obnoxious | 20. | A) Insensitive
B) Judgmental
C) Boring
D) Undisciplined | 30. | A) Intimidating
B) Careful
C) Unproductive
D) Afraid to Face Facts |

31. If I applied for a job, a prospective employer would most likely hire me because I am:

- A) Driven, direct & delegating
- B) Deliberate, accurate & reliable
- C) Patient, Adaptable & Tactful
- D) Funloving, spirited & casual

32. When involved in an intimate relationship, If I feel threatened by my partner, I:

- A) Fight back with facts and anger
- B) Cry, feel hurt and plan revenge
- C) Become quiet, withdrawn and hold anger until I blow up over time over some minor issue
- D) Distance myself and avoid further conflict

33. For me, life is most meaningful when it:

- A) Is task-oriented and productive
- B) Is filled with people and purpose
- C) Is free of pressure and stress
- D) Allows me to be playful, lightheartedness and optimistic

34. As a child I was

- A) Stubborn, bright and /or aggressive
- B) Well-behaved, caring and/or depressed
- C) Quiet, easy-going and/or shy
- D) Too talkative, happy and/or playful

35. As an adult, I am

- A) Opinionated, determined and/or busy
- B) Responsible, honest and/or unforgiving
- C) Accepting, contented and/or unmotivated
- D) Charismatic, positive and/or obnoxious

36. In an argument with a friend I am most likely

- A) Verbally stubborn about facts
- B) Concerned about others feelings & principals
- C) Silently stubborn, uncomfortable and/or confused
- D) Loud, uncomfortable and/or compromising

37. If my friend was in trouble, I would be

- A) Protective, resourceful and recommend solutions
- B) Concerned, empathetic and loyal—regardless of the problem
- C) Supportive, patient and a good listener
- D) Nonjudgmental, optimistic and downplaying the seriousness of the situation

38. When making decisions, I am

- A) Assertive, articulate and logical
- B) Deliberate, precise, and cautious
- C) Indecisive, timid and reluctant
- D) Impulsive, uncommitted and inconsistent

39. When I fail, I feel

- A) Silently self critical, yet verbally stubborn and defensive
- B) Guilty, self-critical and vulnerable to depression-I dwell on it
- C) Unsettled and fearful, but I keep it to myself
- D) Embarrassed and nervous—seeking to escape the situation

40. If someone crosses me

- A) I am angered and cunningly plan ways to get even quickly
- B) I feel deeply hurt and find it almost impossible to forgive completely.
- C) I am silently hurt and plan to get even and/or completely avoid the other person
- D) I want to avoid confrontation, consider the situation not important enough to bother with and/or seek other friends

41. Work is

- A) A most productive way to spend one's time
- B) A healthy activity, which should be done right if it's to be done at all. Work should be done before one plays
- C) A positive activity as long as it is something I enjoy and don't feel pressured to accomplish
- D) A necessary evil, much less inviting than play.

42. In social situations, I am most often

- A) Feared by others
- B) Admired by others.
- C) Protected by others.
- D) Envied by others.

43. In a relationship, I am most concerned with being

- A) Approved of and right.
- B) Understood, appreciated and intimate.
- C) Respected, tolerant and peaceful.
- D) Praised, having fun and feeling free.

44. To feel alive and positive, I seek:

- A) Adventure, leadership and lots of action
- B) Security, creativity and purpose
- C) Acceptance and safety
- D) Excitement, playful productivity and the company of others