

Name: \_\_\_\_\_

## WHAT COLOR IS YOUR LEADERSHIP?

**Instructions:** This questionnaire describes forty different leadership traits grouped together into four sets of ten statements each. Read each statement and circle the number that most naturally describes how often that leadership trait applies to you. (i.e. not learned behavior). Add the values of the circled numbers for each set of ten traits. Enter the total for those ten traits only in the appropriate total score space provided at the bottom of each side of the page. Your highest trait total score is your core leadership color. Knowing your "core color" is a key to a better understanding of yourself and others.

NEVER	SELDOM	SOMETIMES	OFTEN	MOST OF THE TIME	ALWAYS
0	1	2	3	4	5

1. I thrive on action and adventure.  
0      1      2      3      4      5
2. I seldom plan ahead. I dislike too much structure in my life.  
0      1      2      3      4      5
3. I am naturally impulsive. I prefer to be spontaneous.  
0      1      2      3      4      5
4. I welcome change and like variety.  
0      1      2      3      4      5
5. I naturally like to take risks.  
0      1      2      3      4      5
6. I am competitive by nature, I go all out to win.  
0      1      2      3      4      5
7. I seek to create excitement in my life.  
0      1      2      3      4      5
8. I believe the purpose of life is to be enjoyed.  
0      1      2      3      4      5
9. I am naturally playful. I have a good sense of humor.  
0      1      2      3      4      5
10. I value physical skillfulness more than intelligence and/or sensitivity.  
0      1      2      3      4      5

Total Score: \_\_\_\_\_

NEVER	SELDOM	SOMETIMES	OFTEN	MOST OF THE TIME	ALWAYS
0	1	2	3	4	5

1. I am driven to understand things and events using logic and analysis.  
0      1      2      3      4      5
2. I need to be valued for my knowledge and expertise.  
0      1      2      3      4      5
3. I am good at developing strategies to solve problems.  
0      1      2      3      4      5
4. I seek to develop competence in myself and others. I value intelligence.  
0      1      2      3      4      5
5. I believe the purpose in life is to be successful at whatever one does.  
0      1      2      3      4      5
6. I am an abstract thinker. I live in a world of ideas. I enjoy thinking.  
0      1      2      3      4      5
7. If asked for my opinion, I am likely to offer constructive criticism.  
0      1      2      3      4      5
8. I like to think about how things work - "cause and effect" relationships.  
0      1      2      3      4      5
9. My head rules my heart. Logic is more important than feelings.  
0      1      2      3      4      5
10. Others often see me as cool and unemotional. I dislike being emotional.  
0      1      2      3      4      5

Total Score: \_\_\_\_\_

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<b>0</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>

1. I am naturally organized. I need order and structure in my life.  
0            1            2            3            4            5
2. I need to be valued for being responsible, hard working, and dedicated.  
0            1            2            3            4            5
3. I naturally respect authority and follow the rules.  
0            1            2            3            4            5
4. I seek to develop responsibility and good behavior in myself and others.  
0            1            2            3            4            5
5. I believe the purpose of life is to workhard and do what is right.  
0            1            2            3            4            5
6. I am a practical person. I have a strong need for security.  
0            1            2            3            4            5
7. I cherish the traditions of home and family and try to uphold them.  
0            1            2            3            4            5
8. I like to make lists and follow them so I can get lots of things done.  
0            1            2            3            4            5
9. I have a strong sense of right and wrong.  
behavior. 0    1            2            3            4            5
10. I usually plan ahead. I like stability and predictability in my life.  
0            1            2            3            4            5

**Total Score:** \_\_\_\_\_

NEVER	SELDOM	SOMETIMES	OFTEN	MOST OF THE TIME	ALWAYS
<b>0</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>

1. I seek to create harmony and cooperation among people. I hate conflict.  
0            1            2            3            4            5
2. Relationships are the central focus of my life.  
0            1            2            3            4            5
3. I naturally care about others' feelings and want them to care about mine.  
0            1            2            3            4            5
4. I need to feel important and significant to those I care about.  
0            1            2            3            4            5
5. I believe life must be meaningful. I try to make a difference in the world.  
0            1            2            3            4            5
6. Harmony is essential in order for me to be productive and happy in life.  
0            1            2            3            4            5
7. I need authenticity and honesty in my relationships.  
0            1            2            3            4            5
8. I like to be seen as different and unique. I desire to express my *true* self.  
0            1            2            3            4            5
9. I am a true romantic. I enjoy being affectionate and loving in my  
0            1            2            3            4            5
10. I seek to develop the potential in others so they can be their best.  
0            1            2            3            4            5

**Total Score:** \_\_\_\_\_