



GREEN

The Thinker

[GENERAL CHARACTERISTICS]

I SEEK KNOWLEDGE AND UNDERSTANDING

Analytical Global Conceptual

I LIVE BY MY OWN STANDARDS

Cool Calm Collected

I NEED EXPLANATION AND ANSWERS

Inventive Logical Perfectionistic

I VALUE INTELLIGENCE, INSIGHT, FAIRNESS, AND JUSTICE

Abstract Hypothetical Investigative

I AM A NATURAL NON-CONFORMIST, A VISIONARY, A PROBLEM-SOLVER

[AT WORK]

I am **CONCEPTUAL** and **INDEPENDENT**; for me, **WORK IS PLAY**

I am **DRAWN** to constant **CHALLENGE** in careers

I am **PLEASED** by **DEVELOPING MODELS** and **EXPLORING IDEAS**

Once I have **PERFECTED AN IDEA**, I prefer to move on to a **NEW PROJECT**

[AS A LEADER]

I expect **INTELLIGENCE** and **COMPETENCE** in team members

I seek ways to **IMPROVE SYSTEMS** and **RESOLVE PROBLEMS**

I expect individuals to **FOLLOW THROUGH** on promises

I see **CHANGE** as a **CONSTANT** and **NECESSARY** process

[UNDER STRESS]

I may become **INDECISIVE**

I may **REFUSE** to comply, cooperate, or **COMMUNICATE**

I am likely to **WITHDRAW** or **BECOME ALOOF**

I may also resort to **SARCASM** or **PUT-DOWN REMARKS**

[THE BASICS]

JOYS: high achievement, recognition, challenge of possibilities, big-picture processes

NEEDS: autonomy, accuracy, closure, freedom to pursue ideas

STRENGTHS: confidence, persistence, insight, inventiveness, problem-solving skills

FRUSTRATIONS: unfairness, control, resistance to change, noise, micromanagement

VALUES: logic, detail, freedom, information