

Name: .....

**1** Tick  the five true sentences about the four colors from the introduction.

- 1 80 per cent of people have a combination of two colors.
- 2 About 15 per cent have only one color that dominates behavior.
- 3 Totally Green behavior, or Green combined with one other color, is the most usual.
- 4 The least usual is totally Red behavior, or Red combined with one other color.
- 5 Reds are decisive.
- 6 Yellows don't talk enough.
- 7 Greens take things too easy.
- 8 Blues trust everything.

...../5

**2** Who says these words? Write **B** (*Blue*), **G** (*Green*), **R** (*Red*), or **Y** (*Yellow*).

- 1 "Excuse me, but that's not quite accurate." .....
- 2 "I know exactly what you mean." .....
- 3 "I know lots of people. All of them, in fact." .....
- 4 "I was just doing my job." .....
- 5 "That sounds fun! Let me do it!" .....
- 6 "We'll do it my way. Now!" .....
- 7 "What's the point of following the crowd?" .....
- 8 "Who? Me? I'm not important." .....

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**3** Complete these lists of how each color can be perceived. Put the words from the box into the correct categories.

perfectionist      afraid      empty      tough      impatient      passive  
 boring      reserved      selfish      aggressive      stubborn      careless

- Red:** .....
- Yellow:** .....
- Green:** .....
- Blue:** .....

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**4 Choose the correct answers (a, b, c, or d) about Chapter Six.**

- |   |  |
|---|--|
| <p><b>1</b> How many signs are there in human body language?</p> <p><b>a</b> 5,000<br/><b>b</b> 170,000<br/><b>c</b> 500,000<br/><b>d</b> 700,000</p> <p><b>3</b> Which color has a powerful handshake?</p> <p><b>a</b> Red<br/><b>b</b> Yellow<br/><b>c</b> Green<br/><b>d</b> Blue</p> <p><b>5</b> How do Blues move?</p> <p><b>a</b> very little<br/><b>b</b> slowly<br/><b>c</b> quickly<br/><b>d</b> a lot</p> | <p><b>2</b> What can bent posture mean?</p> <p><b>a</b> demanding respect<br/><b>b</b> dominance<br/><b>c</b> giving up<br/><b>d</b> you were in the military</p> <p><b>4</b> Whose voice is soft and warm?</p> <p><b>a</b> Red<br/><b>b</b> Yellow<br/><b>c</b> Green<br/><b>d</b> Blue</p> |
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**5 Match the colors in the box with the facts about them from Chapter Seven.**

Red	Yellow	Green	Blue
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- |  |   |
|--|---|
| <p><b>1</b> Details are essential to communicating with them and you must be exact. Mistakes or ignoring the details won't be welcome.</p> <p><b>2</b> They feel better when they don't have to be active. Peace and quiet make them feel safe and happy.</p> <p><b>3</b> They function best if they're in a crowd. They don't like everyone they meet, but they'll give most people a chance.</p> <p><b>4</b> They have a unique ability to focus on the present. They have no problem with creativity or new ideas, as long as it moves you forward.</p> | <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> |
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**6 Match the two parts of the sentences from Chapter Eight. Draw lines between them.**

- |  |   |
|--|---|
| <p><b>1</b> Although Reds are efficient at getting things done,</p> <p><b>2</b> In giving negative feedback to a Yellow,</p> <p><b>3</b> A Green will accuse himself of being all kinds of stupid things</p> <p><b>4</b> Before you try to give negative feedback to a Blue,</p> | <p><b>a</b> make sure you know what you're talking about.</p> <p><b>b</b> they can also be quick to blame others.</p> <p><b>c</b> you need to make a plan and follow it.</p> <p><b>d</b> when you tell him how you feel about his behavior.</p> |
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**7 Complete the text from Chapter Nine with the missing words.**

**Natural combinations**

Blue and Green could be a suitable combination, <sup>1</sup> ..... much of an effort from either of them. They <sup>2</sup> ..... certainly recognize each other's ability to breathe calmly and to think twice before doing something. Since both are introverts, each of them <sup>3</sup> ..... safe with the other. It's the same kind of energy. They don't stress but go into things deeply. They may find it difficult to <sup>4</sup> ..... decisions, but the decisions that they do make will probably be well thought out.

Similarly, Red and Yellow work smoothly together, since they both want to act quickly and move forward. Here we also have the same kind of energy, only a different type. Both are powerful and confident, and because both are verbal, they find the right words. Certainly, they'll have a different focus <sup>5</sup> ..... the conversation, but the conversation will still move. Both set high goals and think quickly. A team of Yellows and Reds will move fast, and while they're both clear about what they want, they'll inspire those around them to achieve great things. A Red can perceive a Yellow as being <sup>6</sup> ..... talkative, but since neither of them is a great listener, they'll both just ignore the other when it suits them.

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**8 Make nouns from the words in the table using these endings: -t, -sion, -ior, -ation. There is only one answer for each row.**

	-t	-sion	-ior	-ation
behave (v.)				
complain (v.)				
decide (v.)				
observe (v.)				
relax (v.)				

...../5

**9 Match the words in bold with the definitions.**

- 1 It's difficult to **criticize** a perfectionist. He already knows the best method, and he won't change his opinion. ....
- 2 Many **perceive** a Red's moods as totally unpredictable. ....
- 3 However, it would be **risky** to present it in a conversation. You need to have everything written down. ....
- 4 Yellows have a **unique** way of communicating, which influences their listeners. ....
- 5 Most people have Green as their **dominant** color, and this is the main reason we can't accept change with open arms. ....
- 6 A Yellow and a Green boss could easily put a hand on a Blue's shoulder when planning to give some tough negative **feedback**. ....
- 7 Very often, a Yellow is fun and can **inspire** people with new ideas. ....

- a an opinion about something, often your work, that can help you to improve it
- b being the only one of something, or good and special in an unusual way
- c involving something bad happening
- d to make someone want to do something and feel that they are able to do it
- e say what you think is wrong or bad about someone or something
- f the particular way that you think of or understand someone
- g to be the most important or easily seen part or characteristic of something

...../7

Total...../50