

Color Palette Communication Guidelines: Do's and Don'ts for each color

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Communication	Red/Adventure	Yellow/Responsibility	Blue/Harmony	Green/Curiosity
Do's:	<ul style="list-style-type: none"> • Get to the point • Humor • Immediate benefits • Outcomes • Urgency 	<ul style="list-style-type: none"> • Give details • Clear & direct • Build your case • Present long range consequences • Be early • Validation • Recognition • Plan 	<ul style="list-style-type: none"> • Positive friendly tone • Open body language • Team/group oriented • Interaction is valued • Eye contact • Physical touch • Talk about emotions • People related ideas • Helpful, coaching 	<ul style="list-style-type: none"> • Ask why? • Talk in terms of theory • Logical/factual • Appreciate confidence
Don'ts:	<ul style="list-style-type: none"> • Over explaining • Too vague 	<ul style="list-style-type: none"> • Use abstractions • Use generalities • Be late 	<ul style="list-style-type: none"> • Compete • Use antagonism • Use rejection • Use disapproval 	<ul style="list-style-type: none"> • Question competence • Small talk/idle conversation

I. Lessons from the colors:

- Consider your audience
- Know your own propensities
- Value & nurture difference among team members
- Acknowledge your appreciation of others differences

II. Where's the rub? Where do the differences create challenges in communication between the different colors?

- **Perception:** Orientation: Human/relationship, task & results or process focus. Introvert & extrovert.
- **Time:** Different colors operate on different times Present or Future \longleftrightarrow
- **Pace** or speed