

The Hartman Personality Test

RED

Strengths

As an Individual

- * excels with logical thinking
- * committed to a productive lifestyle
- * excels with logical thinking
- * dynamic and direct
- * Thrives on independence
- * natural leader
- * highly resourceful (strong survivor)
- * creative in crises

As a Friend

- * direct and quick with suggestions
- * great in emergencies or
- * direct and quick with disasters
- * promotes group activities
- * engages in conflict comfortably and directly
- * productive in solving dilemmas

Limitations

As an Individual

- * generally seeks to serve self (What's in it for me)
- * promotes turmoil and conflict when a personal goal is to be gained
- * out of touch with own feelings
- * rationalizes and denies own failings
- * always right
- * cannot relax and feel comfortable unless producing something
- * often arrogant and defiant of authority
- * inconsiderate of other's feelings (selfish)
- * impatient with others

As a Friend

- * insensitive and unemotional
- * doesn't like to admit the need for friendships
- * remains detached from sharing self completely
- * enters friendship asking "What's in it for me?"
- * listens only when convenient
- * maintains mostly rational friendships
- * tries to control group activities
- * expects friends to do things his or her way
- * won't admit inadequacies for fear of losing power and control
- * negative, critical, and judgmental of others
- * feels it is more important to be right than agreeable
- * blunt or rude when angered
- * boring
- * expects to be entertained while waiting for action to begin
- * stubborn
- * denies any personal inadequacies or responsibility.

How to Develop a Positive Connection with Reds

Do's

- * Present issues logically
- * Demand their attention and respect
- * Do your homework!
- * Be direct, brief, and specific in conversation
- * Be productive and efficient
- * Offer them leadership opportunities
- * Verbalize your feelings
- * Support their decisive nature
- * Promote their intelligent reasoning where appropriate
- * Be prepared with facts and figures
- * Respect their need to make their own decisions their own way

Don'ts

- * Embarrass them in front of others
- * Argue from an emotional perspective
- * Always use authoritarian approach
- * Use physical punishment
- * Be slow and indecisive
- * Expect a personal and intimate relationship
- * Attack them personally
- * Take their arguments personally
- * Wait for them to solicit your opinion
- * Demand constant social interaction (allow for alone time)