

The Hartman Personality Test

BLUE

Strengths

As an Individual

- * sees life as a serious endeavor
- * appreciates beauty and detail
- * has a strong aesthetic sense
- * stable and dependable (plowhorse vs. racehorse)
- * sincere and emotionally deep
- * analytically oriented (concerned with why one behaves as he/she does)
- * high achiever
- * deep sense of purpose

As a Friend

- * loyal forever once friendship is established
- * genuine concern for other person's well-being
- * remembers special holidays and promotes celebrations
- * encouraging in times of trouble
- * willing to commit time to the relationship

Limitations

As an Individual

- * highly emotional
- * smug and self-righteous
- * controlling and/or envious of others' success when too too easily obtained
- * strong perfecting and performance orientation

As a Friend

- * highly insecure about other's acceptance and approval
- * feels rejected easily
- * when depressed or depressive, feels it is friend's job to understand
- * can be revengeful and bitter if crossed or scarred emotionally
- * critical of friends' principles or activities if not similar
- * expects friends to maintain strong loyalty
- * wishes friends would communicate more often
- * rarely playful and spontaneous

How to Develop a Positive Connection with Blue

Do's

- * Emphasize their security in the relationship
- * Be sensitive and soft-spoken in your approach
- * Be sincere and genuine
- * Behave appropriately and well mannered
- * Limit their risk level
- * Promote their creativity
- * Appreciate them
- * Allow ample time for them to gather their thoughts before expressing themselves
- * Be loyal
- * Do thorough analysis before making presentations

Don'ts

- * Make them feel guilty
- * Be rude or abrupt
- * Promote too much change
- * Expect spontaneity
- * Abandon them
- * Expect them to bounce back easily or quickly from depression
- * Demand perfection (they already expect too much from themselves)
- * Push them too quickly into making decisions
- * Expect them to forgive quickly crossed
- * Demand immediate action or quick verbal bantering