

# The Hartman Personality Test

## White

### Strengths

#### *As an Individual*

- \* quiet, reflective, and peaceful
- \* sincere and genuine lifestyle
- \* appears to accept life comfortably
- \* patient with self and others
- \* enjoys life's simplicity
- \* compatible with others
- \* kind to animals and people
- \* blends into all situations

#### *As a Friend*

- \* patient and enduring through good and bad times
- \* tolerant of unkind behavior
- \* supportive and accepting
- \* listens with empathy
- \* relaxed in most situations
- \* likes most people
- \* liked by most people
- \* compatible with different personalities
- \* enjoys observing others
- \* non-demanding of friendship

### Limitations

#### *As an Individual*

- \* boring because detached
- \* takes passive approach to life
- \* unresponsive or not openly excited about experiences
- \* has problems becoming intimate
- \* bashful and unsure of self
- \* easily manipulated into changing plans
- \* ambivalent about direction and goals to pursue
- \* often lazy and unwilling to take responsibility for self
- \* resists making commitments

#### *As a Friend*

- \* lacks creativity to make suggestions
- \* easily led by others' opinions
- \* won't express honest perception if controversial
- \* passive
- \* requires extra protection and a lot of support
- \* easily hurt and defeated

### How to Develop a Positive Connection with White

#### Do's

- \* Be kind
- \* Be logical, clear, and firm about the content you present
- \* Provide a structure (boundaries) for them to operate in
- \* Be patient and gentle
- \* Introduce options and ideas for their involvement
- \* Be simple and open
- \* Acknowledge and accept their individuality
- \* Be casual, informal, and relaxed in presentation style
- \* Look for nonverbal clues to their feelings
- \* Listen quietly

#### Don'ts

- \* Be cruel or insensitive
- \* Expect them to need much social interaction
- \* Force immediate verbal expression; accept written communication
- \* Be domineering or too intense
- \* Demand conformity to unrealistic expectations/behaviors
- \* Overwhelm them with too much at once
- \* Force confrontation
- \* Speak too fast
- \* Take away all their daydreams
- \* Demand leadership