



How to Run a Simple Click! Colours Workshop (30-60mins)

Preparation

- Put up the four Click! Colours Wall Charts - one in each corner of the room.
Left/right brain aligned for audience i.e:
Front left = Blue Analyser
Back left = Green Safekeeper
Front right = Yellow Player
Back right = Red Carer
- Stick up butchers paper / flip chart / pens next to wall charts if you want written responses.
- Have a set of Click! Colour Discovery Cards for each person.

Session Outline

Set the context

Ask audience three questions:

1. Whose ever come across some one they thought was a bit strange?
2. Whose ever come across some one they found a bit annoying?
3. Whose ever wondered why you click with some people and others drive you crazy?

This session will help you understand just that i.e. - why you click with some people and others drive you crazy, and how to use this information to build great relationships for exceptional results.

The importance of relationships

Relationships are important in all aspects of life.

“Relationships are the foundation of all achievement”

Successful people build great relationships and get the best out of their people e.g. Managers, Coaches, Teachers, Trainers etc

People who say, “I don’t care what people think of me” are limiting their own potential and opportunities.

Stephen Covey’s Seven habits of highly effective people - habit number 5 - “Seek first to understand, then be understood.”

Click Colours will help you ‘understand’ others.

“If you want to Click! with people, you need to know what makes them tick.” So, let’s find out what makes people tick.

Frame the exercise

Read the cards with a child's mindset

- Act naive
- Be open minded
- Don't be judgmental
- Let your intuition take over
- Have a sense of fun.

Living in a Rainbow Activity

We are going to do an activity that will help us

1. Explore ‘Self’
2. Learn about Others
3. Learn about Applications: “How to use the Click! Colours to get the most out of work and life.”

Give each person a set of Click! Colours Discovery Cards.

Discovery

Get them to look at each of the cards and ask them to:

- Think about how they 'normally' behave.
- Think about which pointers on the Discovery Cards they personally relate to?
- Think about what pointers they recognise in others.

Remind them that we have all the colours in us, but some of them ‘shine more brightly’ than others.

Preferences

Stack the cards in order of preference with the card you believe is 'most like you' on top; next 'most like you' second; 'somewhat like you' third; and the card you believe is 'least like you' on the bottom. NOTE: Remember that everyone's personality is made up of each of the four colours, but we do have preferences no matter how slight. This order of ranking becomes your 'Click! Colour Spectrum'.

Corners

Go to the wall chart that corresponds to your top card. Meet other people with the same top card and discuss why you identify with that colour, and what behaviours on the cards correspond to your preferred behaviour. Share and one spokes person reports back to the group.

Go to the second top card - you will still feel quite comfortable with this card. What do you like about this colour - what behaviors are you comfortable with? Share.

Go to your third card - you may still be quite comfortable with this colour. What do you like about this colour - what behaviors are you uncomfortable with? Share.

Go to your bottom card. What annoys you about this colour? Share and one spokes person reports back to the group.

Key points and implications

If you stayed on the same side of the room for your first two cards you have a left or right brain orientation, and possibility a greater chance of 'not understanding' people with opposite brain preferences.

Left brain/right brain is not literal - just a metaphor for thinking styles.

The diagonally opposing colour generally has opposite personality traits - therefore, these are behaviours that may have you thinking people with that preference are 'crazy' or annoying.

Your bottom card will often correspond to the opposite corner to your top card.

Your greatest opportunity for growth/understanding of others lies in your bottom card.

Don't just tolerate difference - value difference. We need all types in our teams. Imagine teams without each of the colours.

People are much more complex than four colours, but they help us observe patterns in people's behaviour that allows us to communicate and interact more effectively with them.

The Two Red Flags

1. Avoid generalizations, stereotyping and labeling of people.
2. Environment will also influence behaviour.

Implications and Applications

Applying the knowledge of the Click! Colours will help you:

- Build relationships (work, home, community)
- Influence others
- Teach or train more effectively
- Think creatively and laterally
- Make measured decisions
- Plan effective staff meetings
- Become a better sales person
- Become a better team player
- Become a better leader

Executive Summary

To communicate and interact effectively with others, we need to 'speak their language', 'sing their song', or make an effort to see life through the same colour 'filter' as them.

To Click! with Blue Analysers

Explain the logic and words behind your actions and back it up with statistics and research if needed.

Be logical.

To Click! with Green Safekeepers

Be clear, organized and punctual, and take into account possible risks.
Be organized.

To Click! with Yellow Players

Make it fun exciting and energetic for them, and let them be creative.
Make it fun.

To Click! with Red Carers

Be friendly and genuine, express your feelings, and show empathy for others.
Show empathy.

Don't try to 'become' a different colour - be yourself, but be aware.

Observe but don't judge!!!

No one has it all together, but together we have it all!

Learn more

To learn more about the Click! Colours and their applications read 'Click! Why you click with some people and others drive you crazy!' by Greg Barnes and David Koutsoukis

For more information about Click! Colours products and services including:

Click! the book

Click! Colours Discovery Cards

Click! Colours Wall Charts

Click! Colours Mouse Mats

Click! Colours Conference Keynotes

Click! Colours Workshops

Click! Colours Facilitator Accreditation

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