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## Learning personality type may increase efficiency

### CONDO WATCH BY DAVID MACK

Sheila Glazov, an educator and author, believes living in a condominium would be simpler if we took the time to understand our neighbors a little better. People's behavior is based on the dominance of specific areas of their brains, Glazov says. She assigns colors - orange, yellow, green and blue - to these areas of dominance.

Knowing how the brain interreacts is a "tool to understand yourself," she said.

Yet, when it comes to working effectively with condo board members and neighbors, "the key is to understand other people," she said.

■ *Blue* people make up 35 to 40 percent of the American population, Glazov says. They are creative and visionaries, but not so preoccupied with their thoughts that they lack people skills. Blues value relationships, work well with others and are always ready to lend a hand to those in need.

"We wear our hearts on our collars or our sleeves," said Glazov, who is a blue. Blues will make peace at any price, she adds.

■ *Yellow* people are also about 35 to 40 percent of the population. Yellows are disciplined and value readiness - consequently, they are advocates of planning, Glazov said.

They are punctual and responsible with a solid sense of what's right and wrong. "Their goal is to give directions" so that others understand the objectives and how to achieve them, she said. Disorganization causes stress for yellows.

■ *Orange* people make up about 10 to 15 percent of Americans. They are adventurers who take chances, can be impulsive and are not noted for extensive planning or thinking before doing.

They want results quickly, she said. Nike's "Just Do It" slogan applies to oranges. They also love to be the center of attention and constantly seek fun.

■ *Green* people, about 10 to 15 percent of the people, are methodical fact finders. They are data focused in the hunt for knowledge, she said.

Greens tend to be reserved, are not socially skillful and are probably the hardest of the four groups to understand and appreciate. They can try the patience of others because they act so slowly.

"They love research," Glazov said. "If you have a board member who is a green person, let them do the research."

Working with people becomes easier if you can determine the color of the dominant lobes of their brains.

Take it from a blue brainer.

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