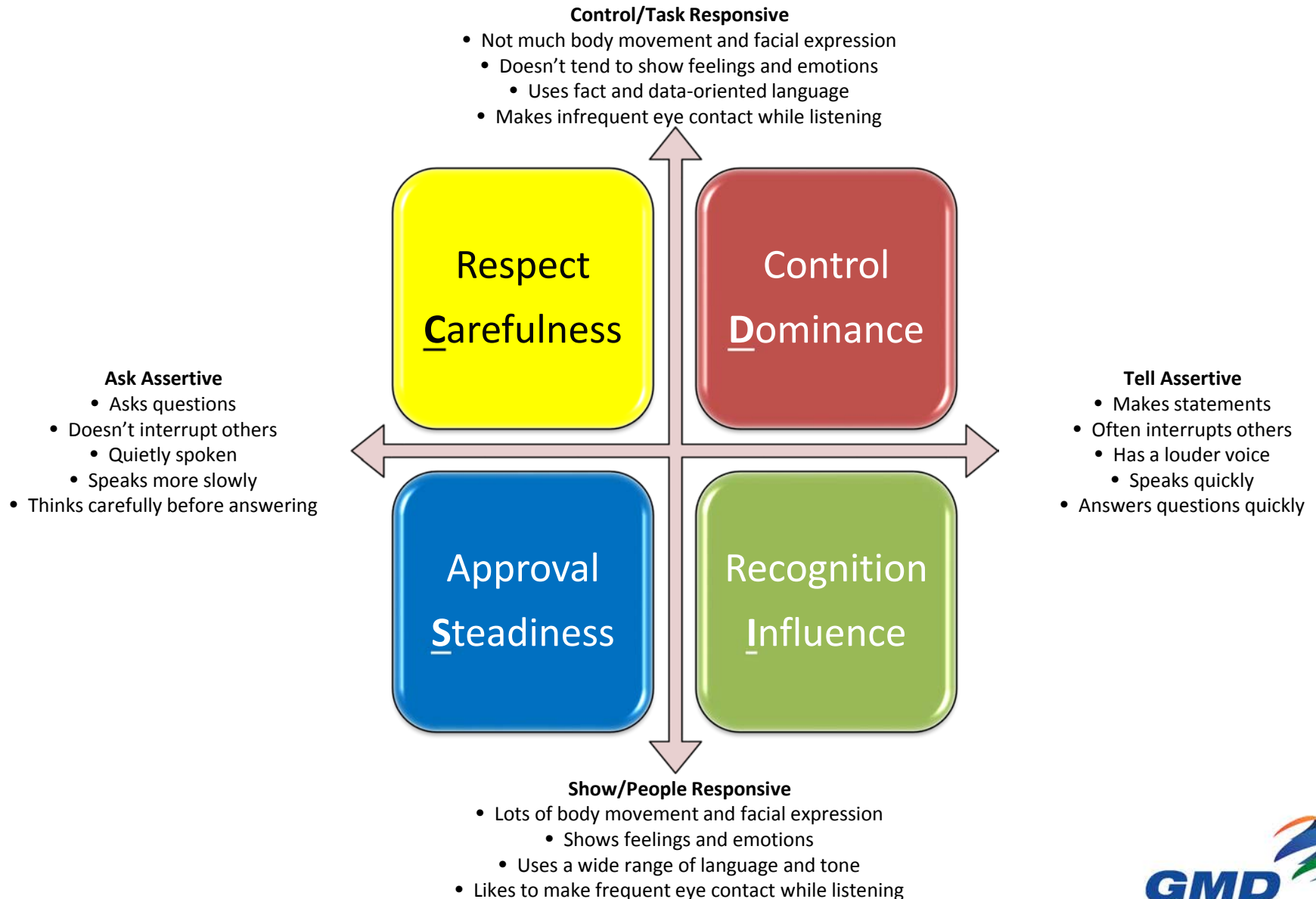




# RuGBY Type Analysis

# RuGBY – Red, Green, Blue, Yellow



# Examples of RuGBY Styles

Type	General Characteristics	What is important?	To get the best out of them:	For decisions give them:	For growth they should:	Stress Reaction
Red	Control/ Dominance	Time and efficiency	Be brief and keep to the point	Calculated options	Empathize and listen	Attacks the facts
Green	Recognition/ Influence	Future focus and action	Be interesting and stimulating	Incentives and Recognition	Take care about the details	Attacks the person
Blue	Approval/ Steadiness	Relationships and the team	Be friendly and supportive	Support and assurance	Take initiatives	Apologizes
Yellow	Respect/ Carefulness	Data and facts	Be accurate and detailed	Evidence and back-up	Take calculated decisions	Avoids