

**THE INFLUENCE OF INTROVERSION AND EXTROVERSION ON *PRISM* PROFILES**

	<b>Strong Introversion</b>	<b>Strong Extroversion</b>
<b>GREEN</b>	<p><b>Introverted Greens</b> are calm, quiet and reserved. Their high level of creativity comes from their capacity for deep thinking. They prefer not to be the centre of attention. They are very particular about whom they share their feelings with. They need to feel very safe and secure with a person before they will open up and find self-expression difficult. They are reflective, contemplative, thoughtful and inwardly focused people, who derive pleasure from interacting with their own active imaginations.</p>	<p><b>Extroverted Greens</b> are more interested in jumping right in and getting started rather than working out what needs to be done and in what sequence. They are high-spirited and have a zest for life that is a combination of enthusiasm, effervescence and social gregariousness. The problem is that they sometimes get so caught up in their current projects or interests that they think of little else. They are comfortable being in the limelight and influence others by their enthusiasm.</p>
<b>BLUE</b>	<p><b>Introverted Blues</b> are quiet, friendly, responsible and conscientious. They are painstakingly thorough and accurate, and work steadily to complete the task in hand. They tend to be private people, and find it difficult to express their true feelings. They are very selective about whom they choose to share their time, energy and feelings with. They do not give up easily and will stay committed to a project or task until it is done. They are modest about their organisational skills and abilities and would rather be loyal followers than leaders.</p>	<p><b>Extroverted Blues</b> are warm, friendly, good-natured and charming. They bring humour to situations and enjoy events and activities that encourage laughter and jovial interaction. They are friendly motivators who look for ways to make work more fun even though they work diligently. They add harmony to the workplace and are driven by the need to be appreciated and considered a valuable part of the team. They will often be the key organisers of social events.</p>
<b>RED</b>	<p><b>Introverted Reds</b> are quiet, introspective, serious, matter-of-fact people who are reliable and steadfast. They are practical, patient and painstakingly systematic in their approach to solving problems. They do not enter into things impulsively. Their perseverance and quiet presence tends to act as a stabilizer for others. They will not do anything that does not make sense. They enjoy quiet activities and solitude, and prefer working by themselves rather than working with people.</p>	<p><b>Extroverted Reds</b> are outgoing, gregarious, straightforward, extremely direct and vocal when it comes to expressing what they like or do not like. They are impatient and have difficulty relaxing if there are things that need to be done. They do not cope well with things that do not go their way. When they ask questions, they expect simple, direct answers. They need to control the activities and agenda. They can be very forthright when it comes to telling others what they want and expect.</p>
<b>GOLD</b>	<p><b>Introverted Golds</b> are very deep thinkers. They tend to live by their own intellectual formulae and expect others to do likewise. They become irritated when pressed to make a decision before they have had the time fully to understand all of the variables. They assume that everyone thinks as they do and do not therefore always communicate their thoughts to others. They are impatient with other people's inability to make decisions based on logic, or make decisions based on their emotional outbursts. They tend to be intolerant of errors or failure to achieve high standards.</p>	<p><b>Extroverted Golds</b> love sharing their thoughts and ideas with people and to engage others in intellectual debate. They are always seeking new intellectual challenges. They are outwardly driven in their thinking and they need to make things happen. They are natural entrepreneurs. They have a natural enthusiasm for life and for understanding the complexities of it. They lead by example because they believe that mixed messages will undermine others' beliefs in them.</p>