



# Discovery<sup>®</sup> Insights<sup>®</sup>

**Discovery Learning Guide  
The Key to Personal  
Effectiveness**

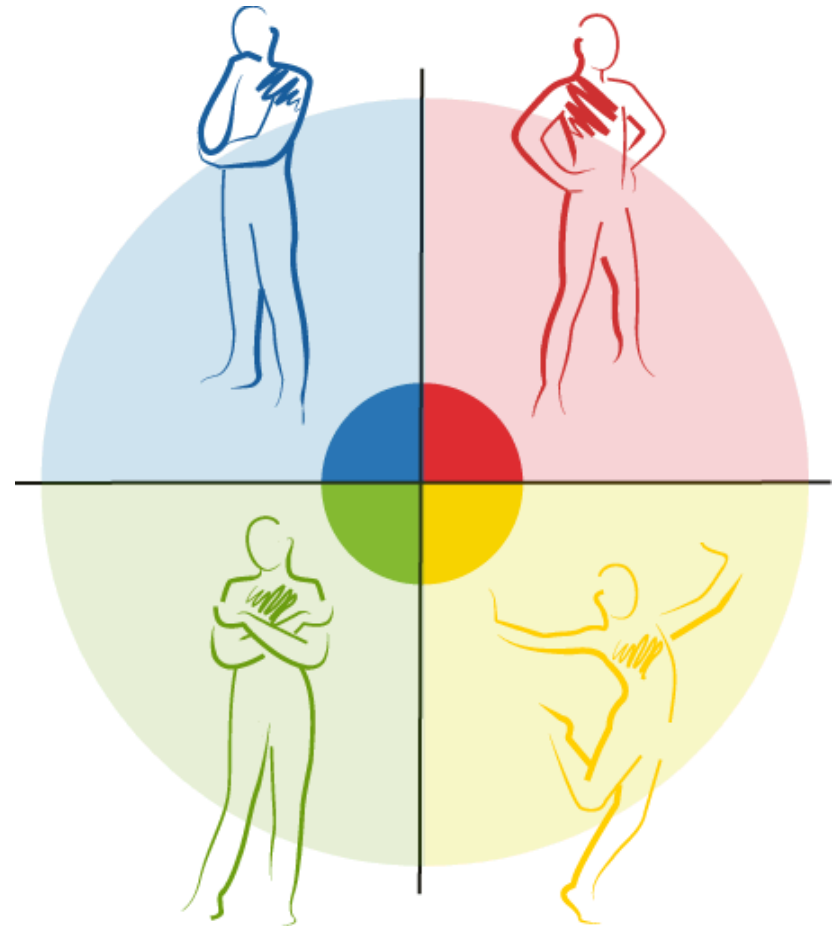
**Perception and  
The Insights Colour Energies**

# Perception and Awareness



“The World exists not merely in itself, but also as it appears to me.”

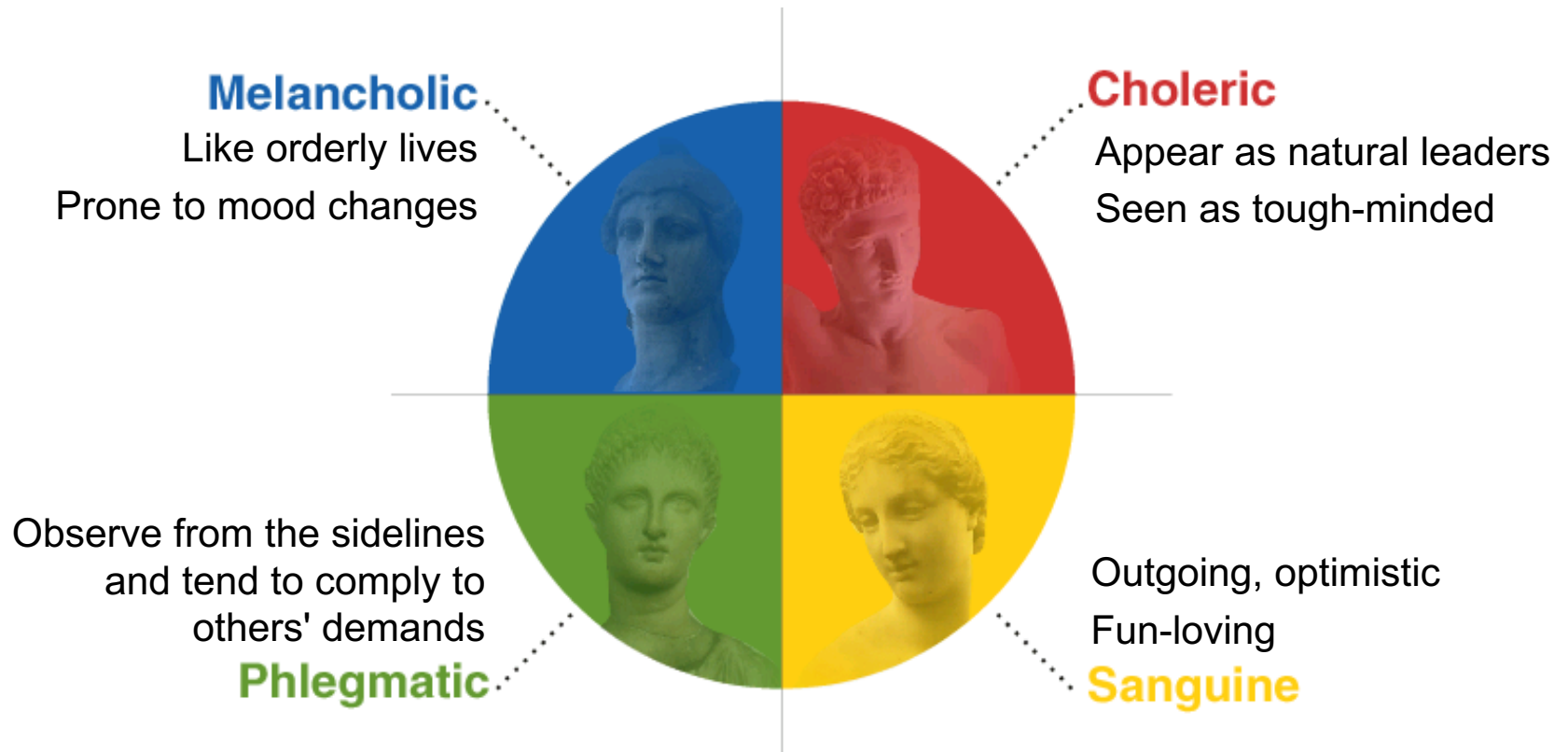
– C. G. Jung  
Psychological Types



# The Four Humours



- Hippocrates – ancient Greece – 500 BC



# The Four Humours



- Hippocrates – ancient Greece – 500 BC



Melancholic people tend to like orderly lives and are prone to mood swings. Their behaviour was thought to be caused by the presence of black bile, which indicated the level of a person's depth of intelligence and tendency to depression.



Choleric people appear as natural leaders and are often seen as being single-minded and stubborn. The presence of bile was thought to influence these people, bile was believed to control anger.



Phlegmatic people tend to observe from the sidelines and comply with the demands of others. Bodily phlegm was thought to make a person steady, peaceful and passive.



Sanguine people are outgoing, optimistic and fun-loving. The influence of the blood, associated with high energy and optimism was thought to be the source of their behaviour.



# The Four Insights Colour Energies



**Cool Blue**

**Showing no bias,  
Objective, Detached**

**Earth Green**

**Still, Tranquil,  
Calming, Soothing**

**Sunshine Yellow**

**Cheerful, Uplifting,  
Spirited, Buoyant**

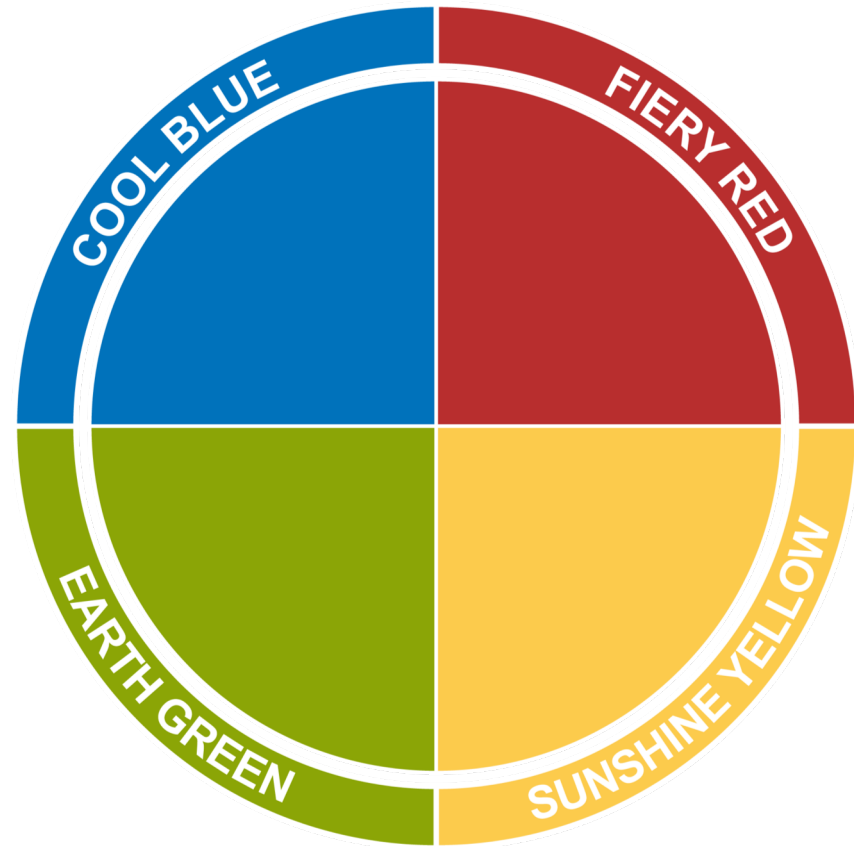
**Fiery Red**

**Positive, Affirmative,  
Bold, Assertive**

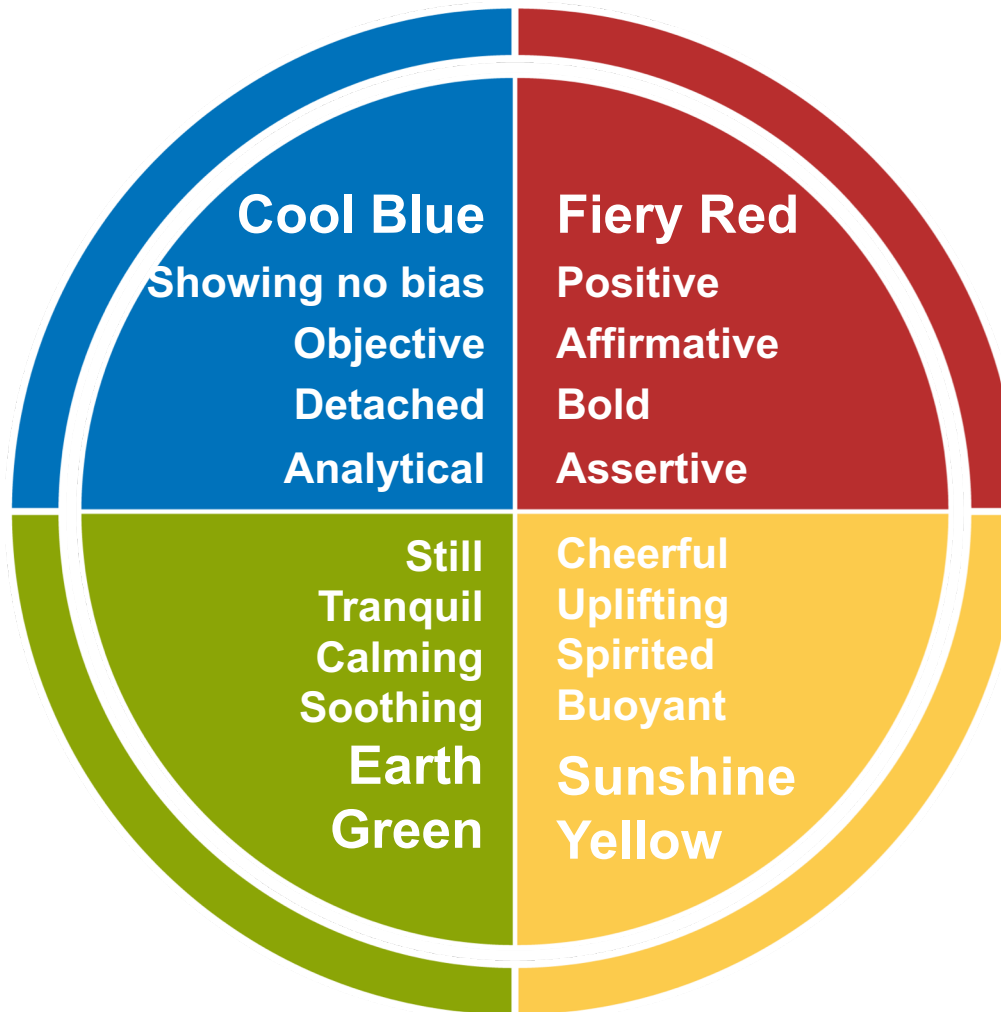
# The Four Insights Colour Energies



We have all four  
Insights colour  
energies within us



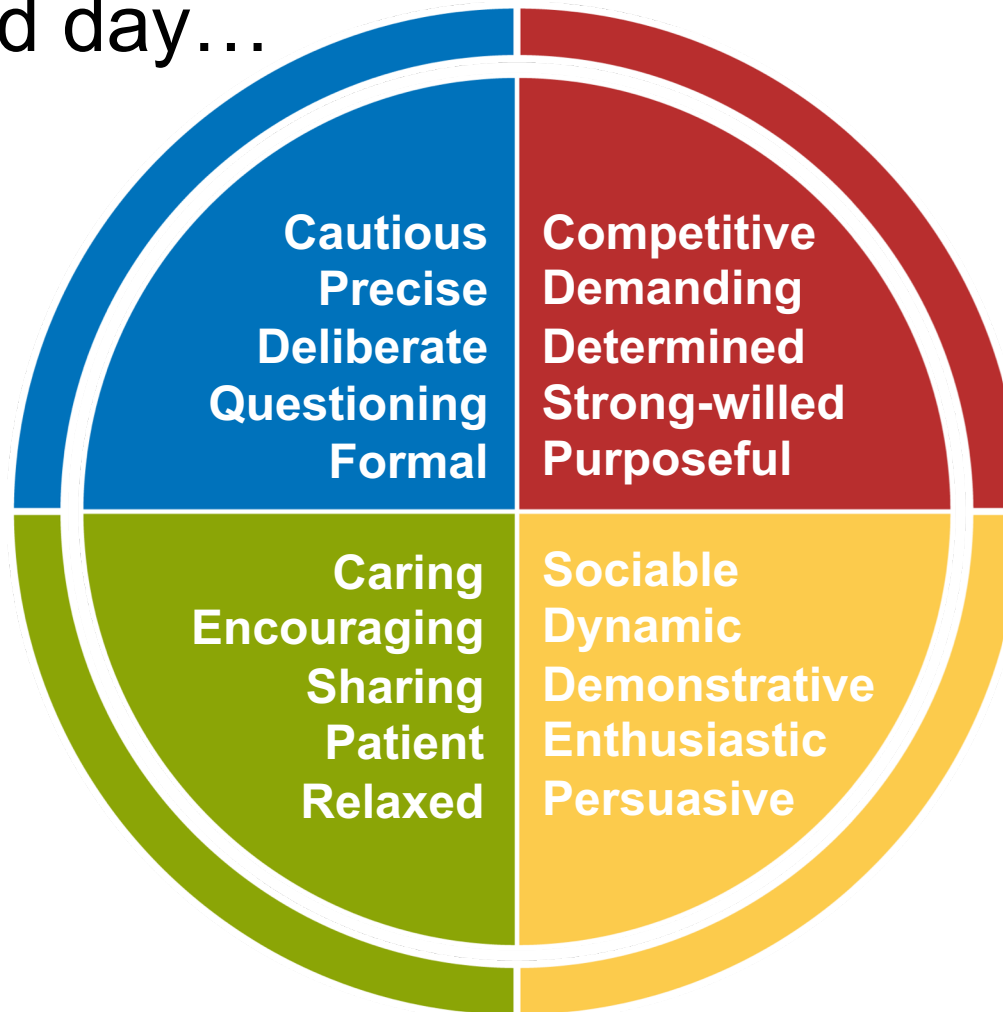
# The Four Insights Colour Energies



# The Four Insights Colour Energies



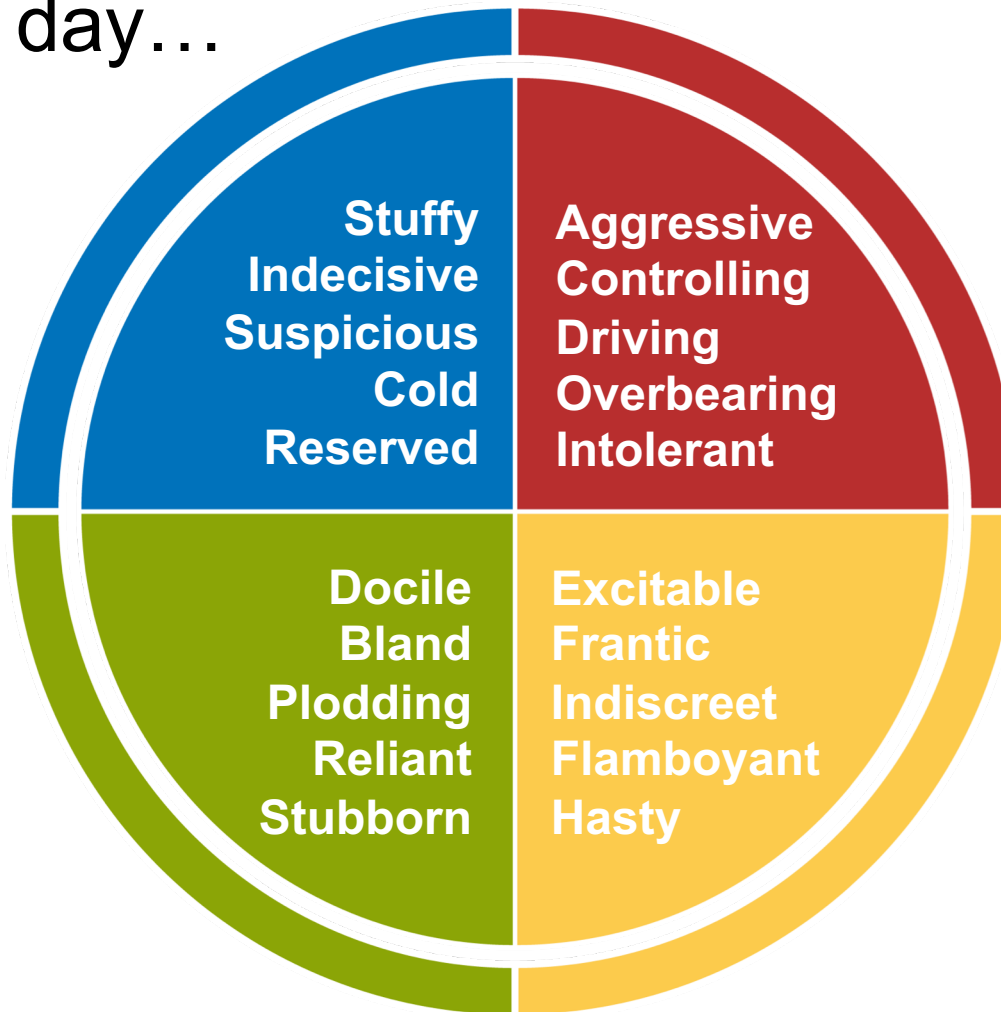
On a good day...



# The Four Insights Colour Energies



On a bad day...



# Colourful Statements





## What colour are you?

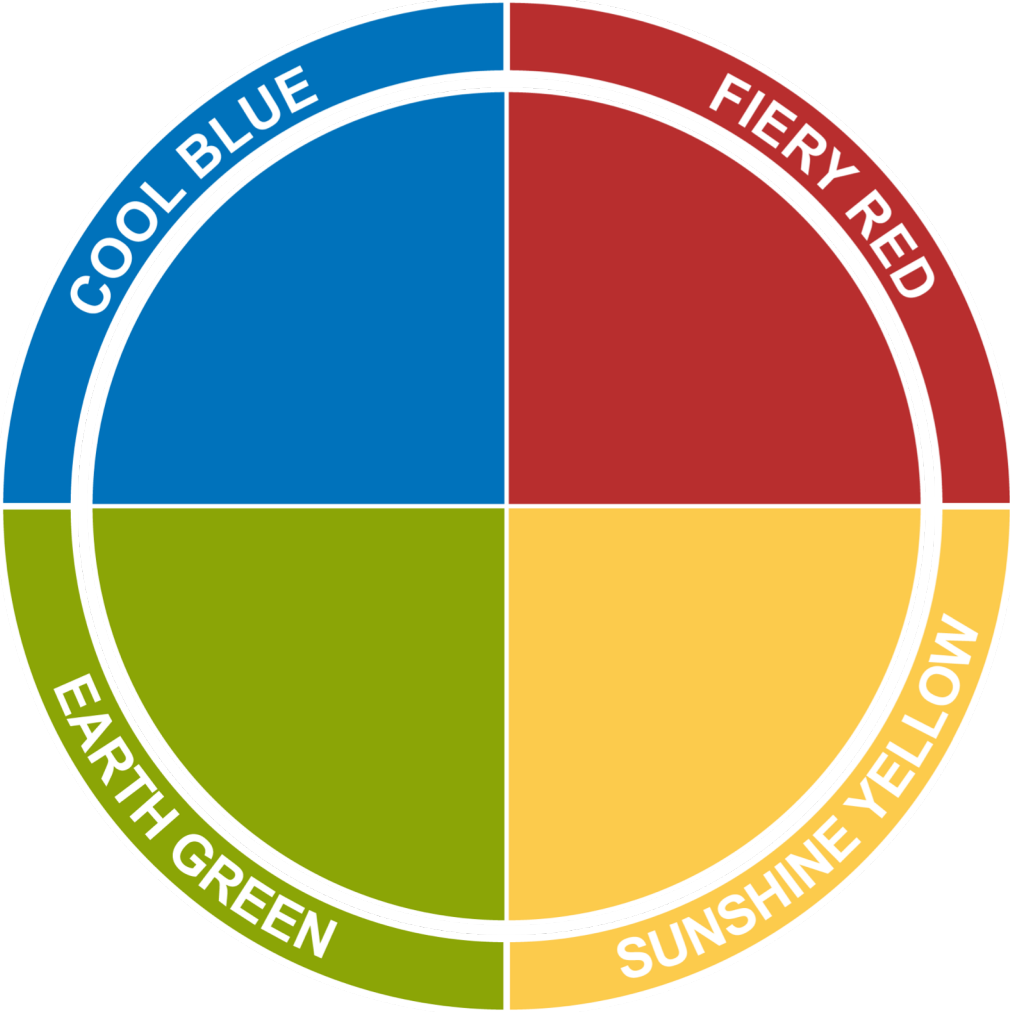
1 Top colour - most like you

2

3

4 Bottom colour - least like you


# What Colour Are You?





# Cool Blue Energy Overview



## Approach to Life

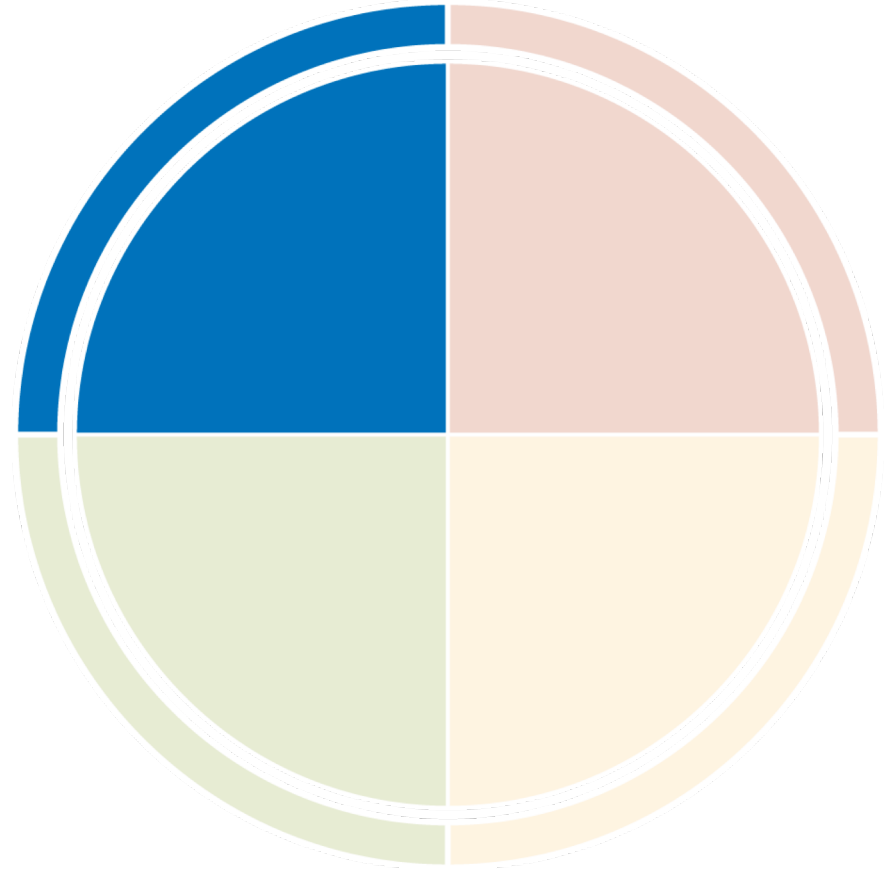
High standards and correct

## Goals

Understanding

## Seen by Others as

Analytical and distant



# Earth Green Energy Overview



## Approach to Life

Focus on stability, values  
and supporting others

## Goals

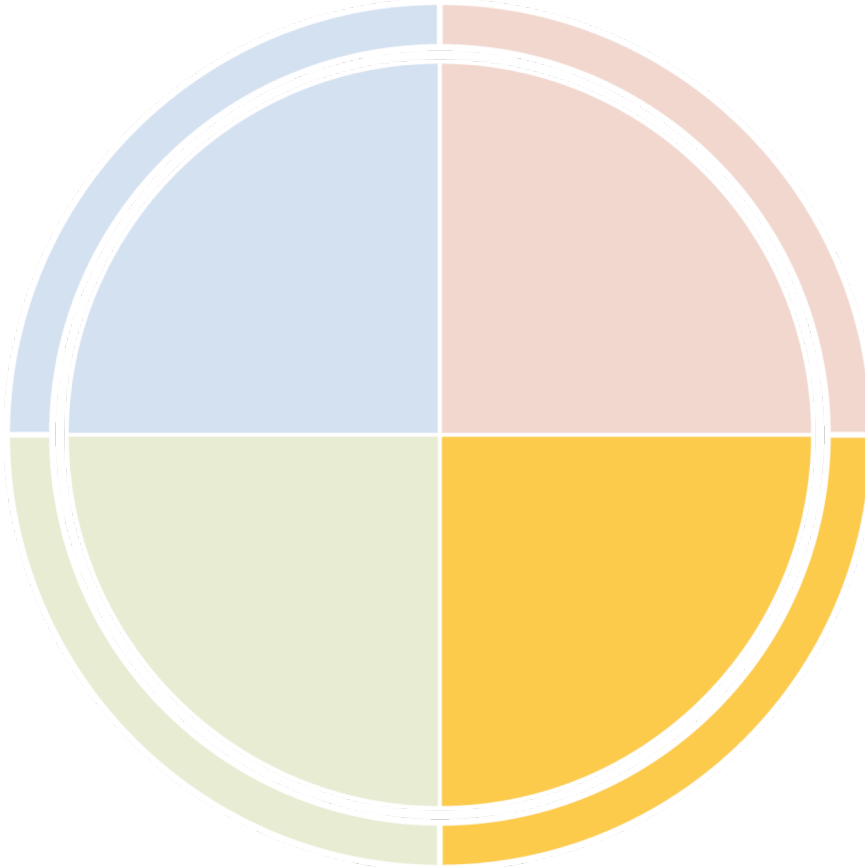
Harmony

## Seen by Others as

Mild and docile



# Sunshine Yellow Energy Overview

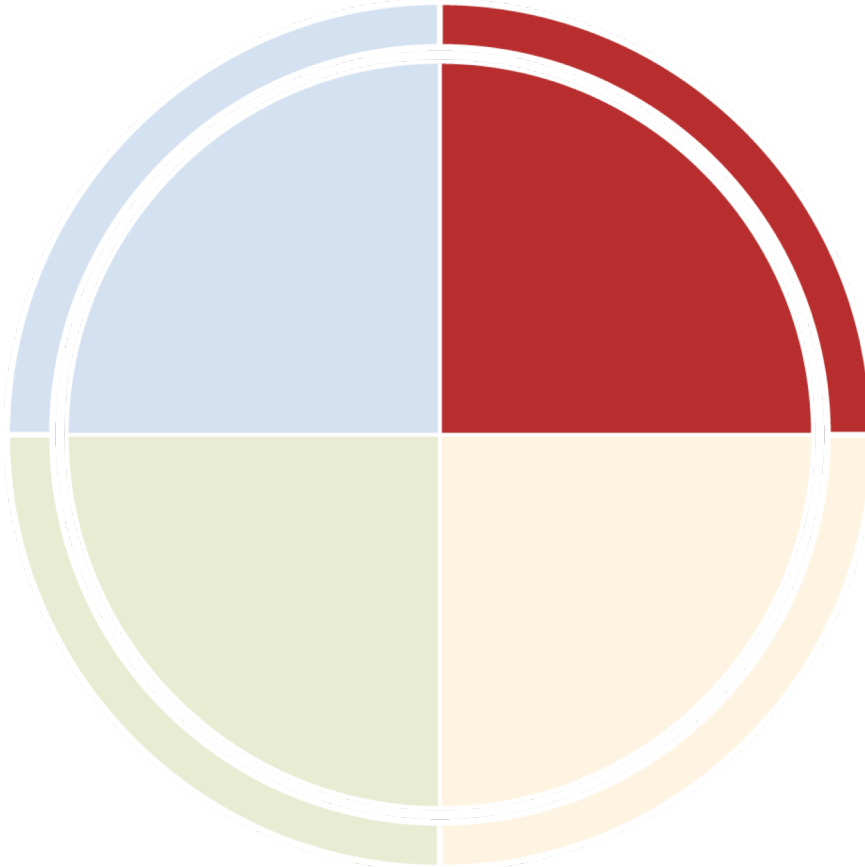


**Approach to Life**  
Fun and interaction

**Goals**  
Recognition

**Seen by Others as**  
Disorganised

# Fiery Red Energy Overview



## Approach to Life

Inner certainty  
Focus on action

## Goals

Personal achievement and  
meeting challenges

## Seen by Others as

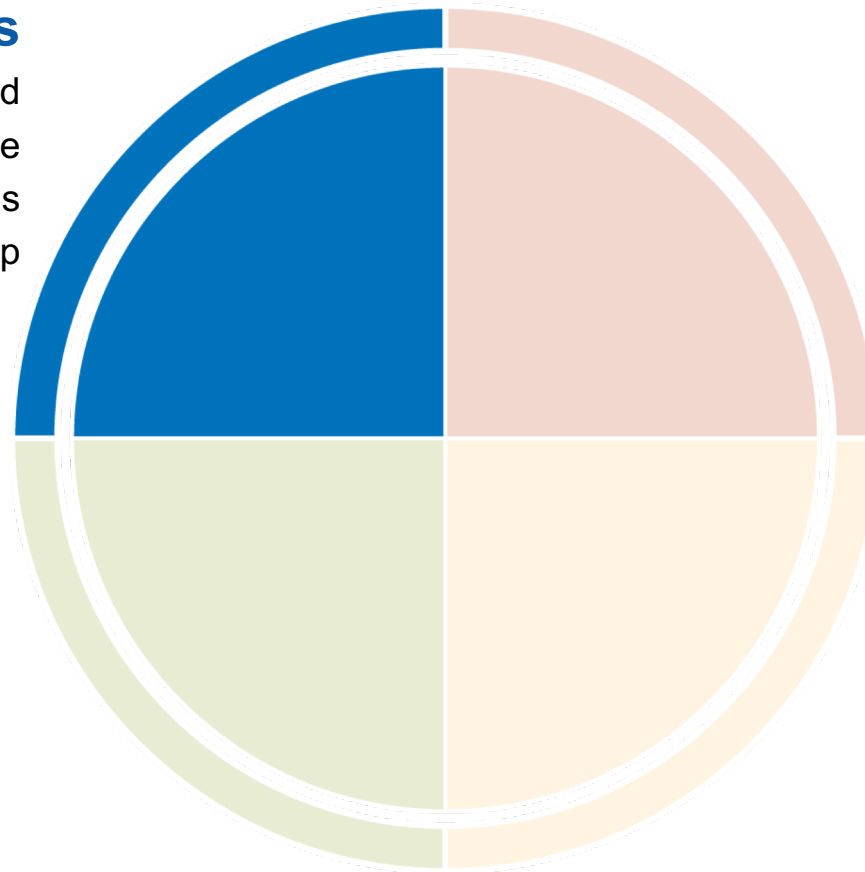
Impatient

# Cool Blue: Gifts and Liabilities



## Gifts

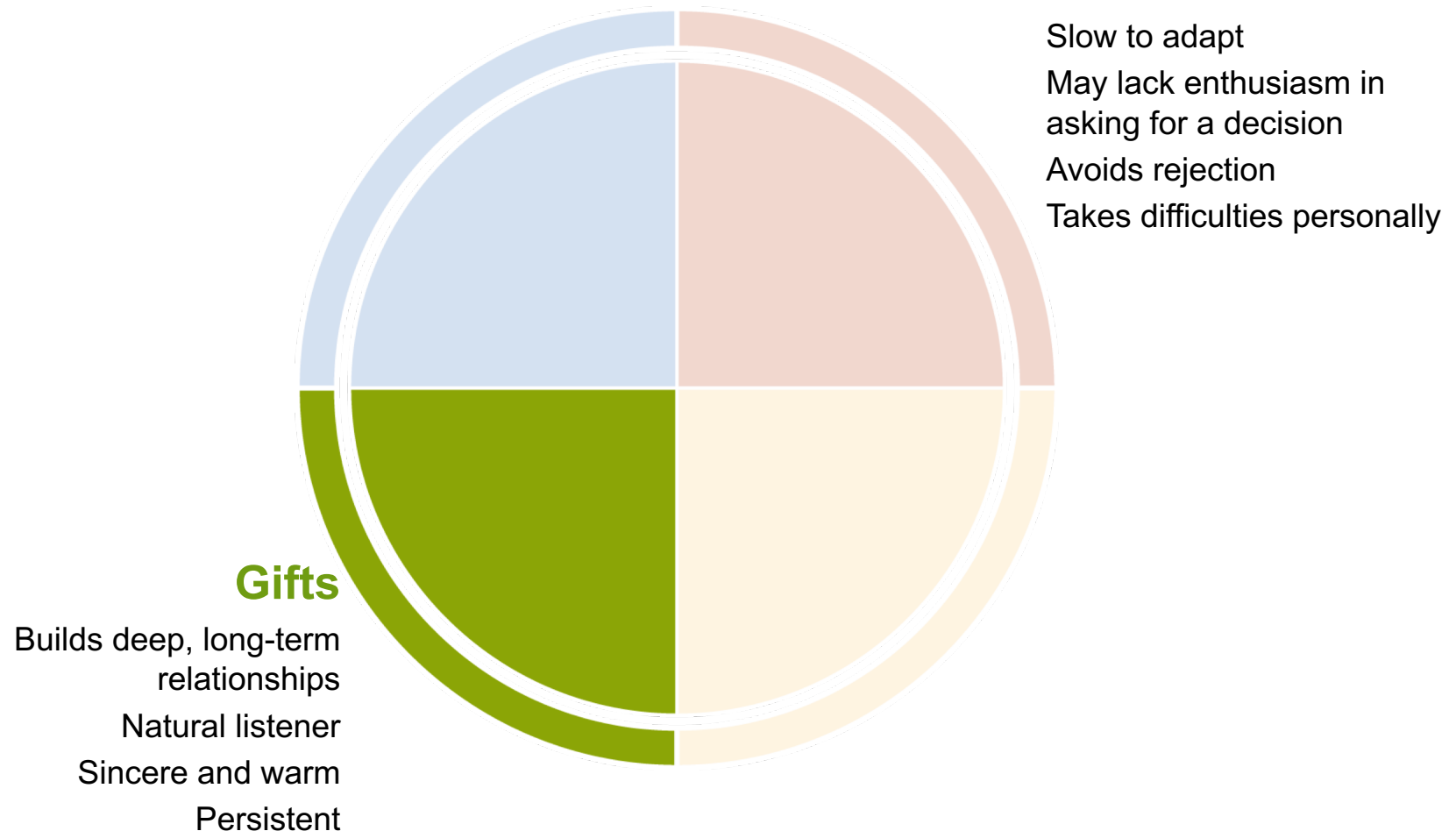
Knowledgeable and detailed  
Air of competence  
Asks probing questions  
Thorough follow-up



## Liabilities

Initial interaction may be difficult or stuffy  
Questions may be seen as critical and insensitive  
Overlooks others' feelings  
Focus on inconsequential details

# Earth Green: Gifts and Liabilities

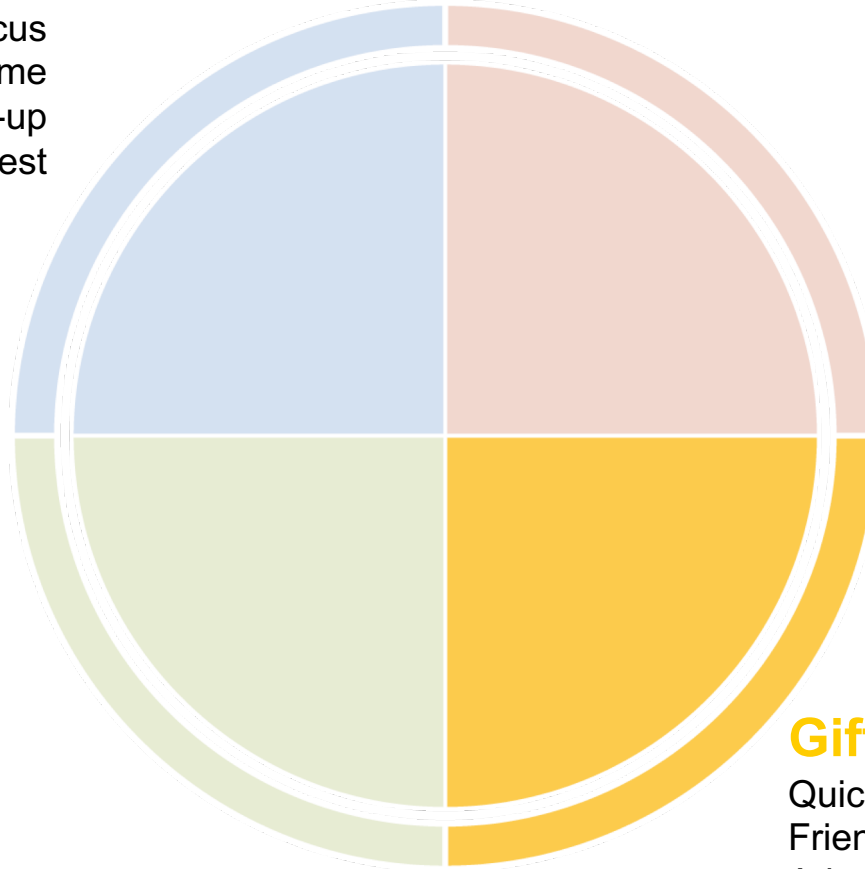


# Sunshine Yellow: Gifts and Liabilities



## Liabilities

May lack focus  
Too casual for some  
Poor planning and follow-up  
Can lose interest



## Gifts

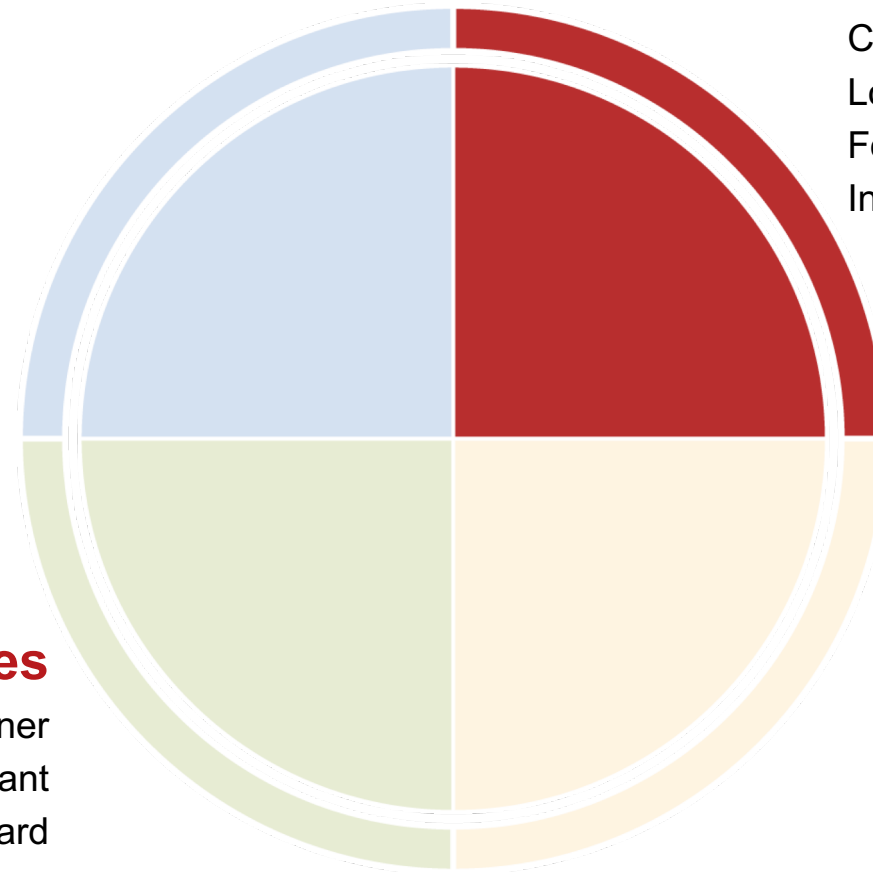
Quick to build relationships  
Friendly and sociable  
Adaptable, imaginative  
Skilful presenter

# Fiery Red: Gifts and Liabilities



## Gifts

Confident, determined  
Loves challenges  
Focused  
Influencing others



## Liabilities

Poor listener  
Can be seen as arrogant  
May push too hard  
Doesn't wait for feedback

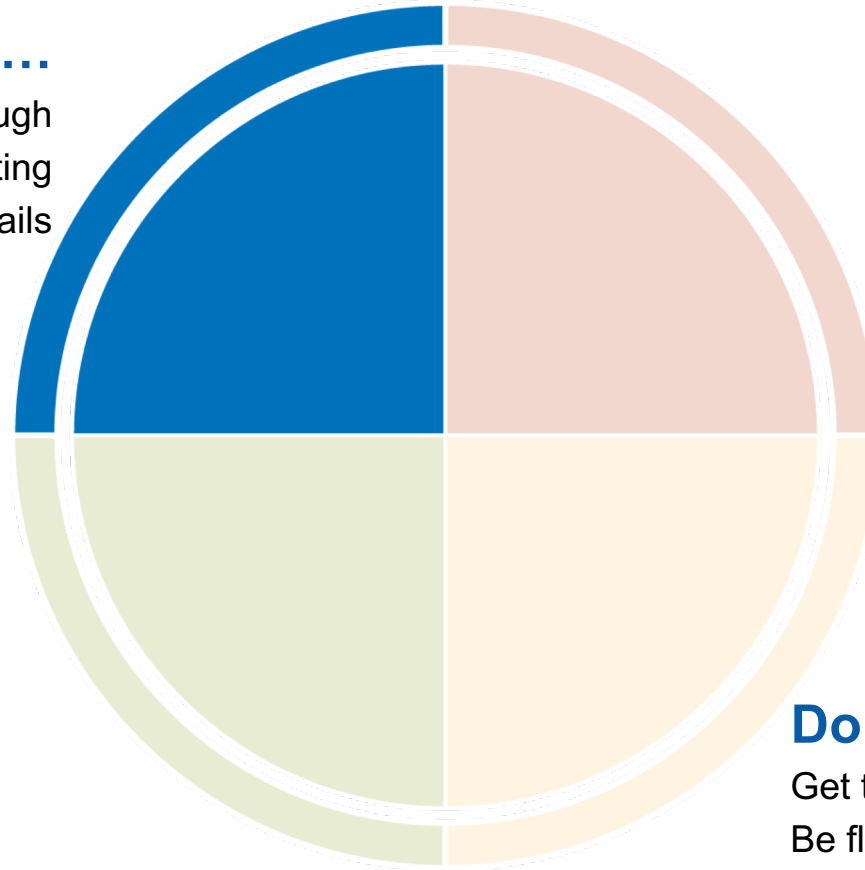


# Cool Blue: Approaching and Communicating



## Do...

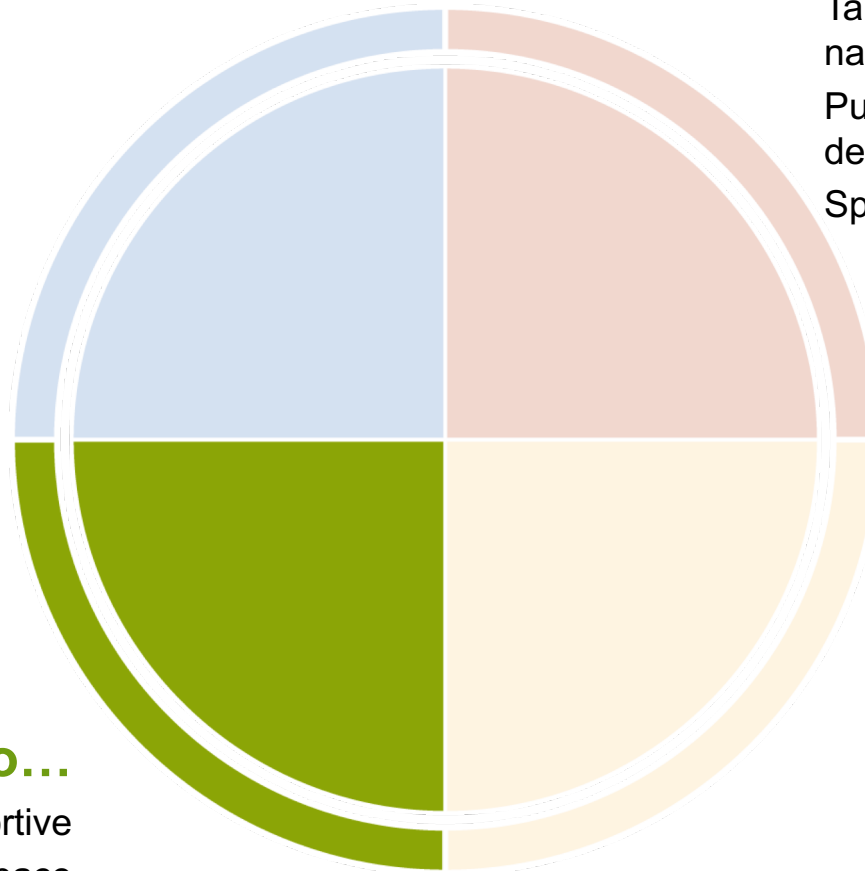
- Be well prepared and thorough
- Put things in writing
- Let me consider all the details



## Don't...

- Get too close or hug me
- Be flippant on important issues
- Change my routine without notice

# Earth Green: Approaching and Communicating



## Don't...

- Take advantage of my good nature
- Push me to make quick decisions
- Spring last minute surprises

## Do...

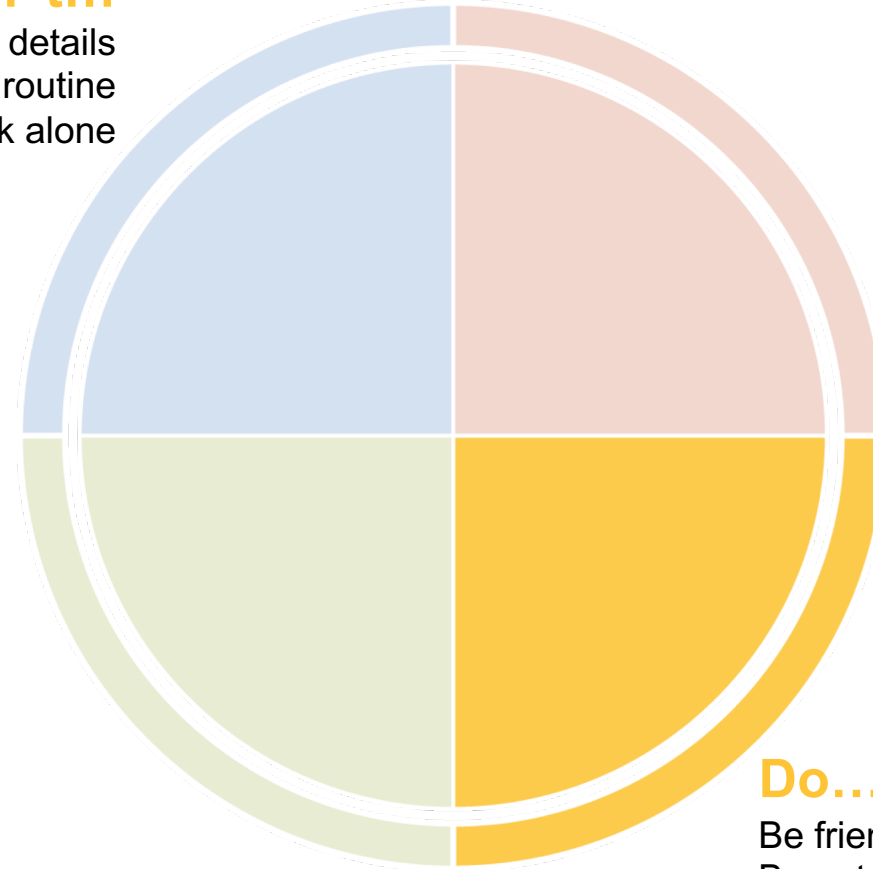
- Be patient and supportive
- Slow down and work at my pace
- Ask my opinion and give me time to answer

# Sunshine Yellow: Approaching and Communicating



## Don't...

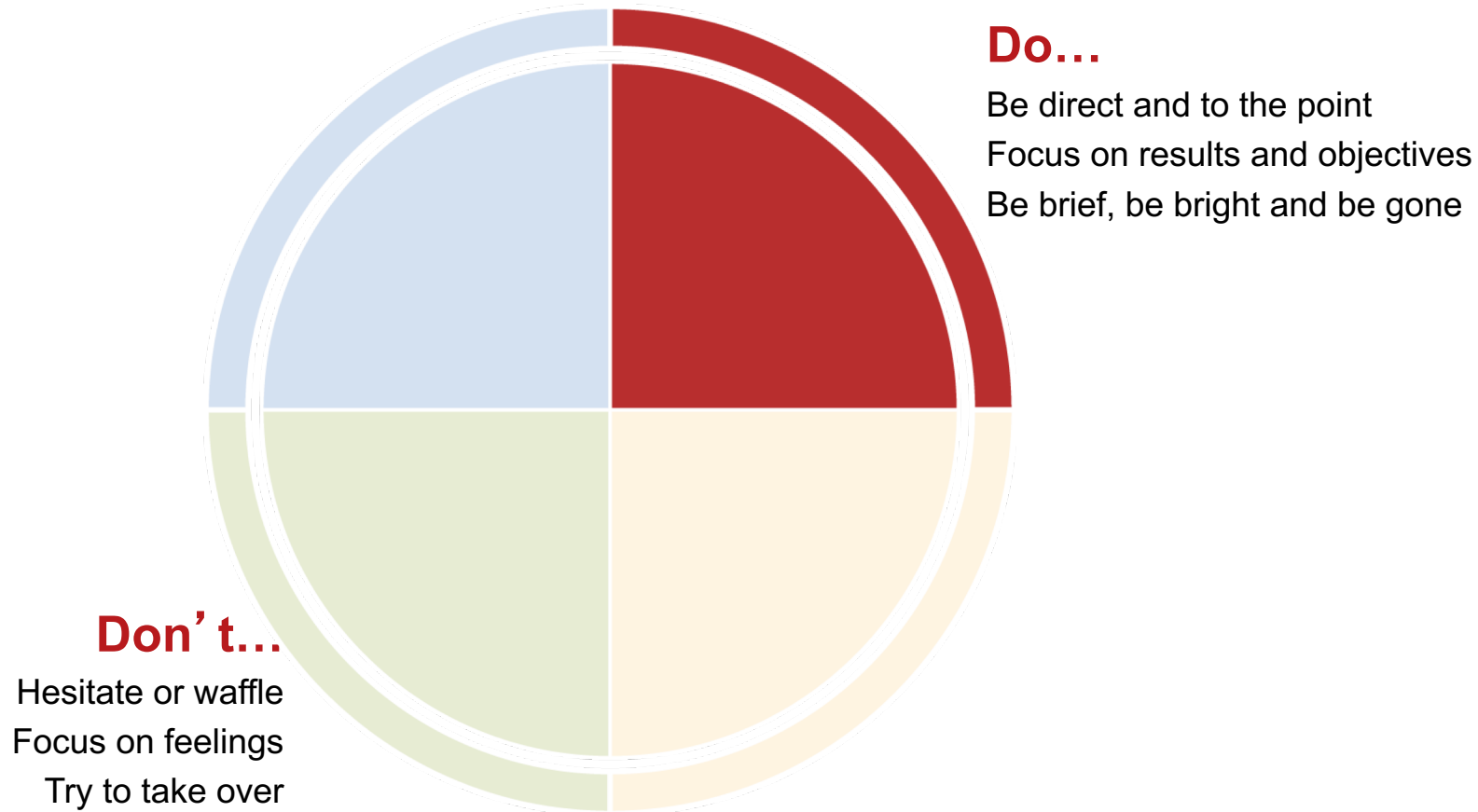
Bore me with details  
Tie me down with routine  
Ask me to work alone



## Do...

Be friendly and sociable  
Be entertaining and stimulating  
Be open and flexible

# Fiery Red: Approaching and Communicating



# Valuing Differences



“The less we have in common with a person the more likely we are to see their weaknesses instead of their strengths.”

## Opposites

**Cool Blue** and **Sunshine Yellow**

**Fiery Red** and **Earth Green**

“The predominance of one or other point of view depends less upon the objective behaviour of things than upon the psychological attitude of the investigator and thinker.”

– C. G. Jung ‘On the Nature of the Psyche’

# People Are Not 'Black' and 'White' ...

