

## Exercise 1: Human Graph Activity

**Directions (Instructor):** Place the four Winning Colors® cards, one for each behavior category, on the floor to indicate where cadets will line up behind each card. Create a score sheet on the board, numbered one to six. Have cadets go to center of the room. Ask cadets to consider the behavior descriptions you call out and to see if they feel or behave like that sometimes. Ask cadets to move to the appropriate line when they hear a phrase that describes them. Suggest they react quickly and to go with their first inclination; if the phrase fits, move to that line. They should continue to move if the next phrase is even more accurate. Read the sentence stem aloud and then the set of four phrases to complete the stem. When each set of four phrases have been read, give cadets a couple of seconds to make their final choice, so they end up behind the card that best describes their own behavioral preference. Record the final number of cadets in each line after each set on the score sheet. Before moving on to the next set, re-read the phrases start to finish and suggest cadets look around and consider what this means about themselves and their classmates. Then, continue to the next set of phrases.

**Directions (Self-paced Option):** Read each sentence stem and the phrases that complete them. Under each sentence stem, circle the behavior that most describes you. When you are finished, determine which behavior you most often exhibit and least often exhibit. Write a summary in your notebooks about your Winning Colors® behaviors.

1. When I communicate, I am most likely to:
  - Want to be taken seriously and focus on the thinking behind the talk (planner)
  - Take a bottom-line approach and focus on the results (builder)
  - Want people to connect with me and be friendly (relater)
  - Take a light-hearted approach and focus on fun (adventurer)
2. When there are things to get done, I am most likely to:
  - Be duty-conscious and follow rules and directions (builder)
  - Talk with others and find ways to help out (relater)
  - Take action (adventurer)
  - Be prepared with details and new ways of doing things (planner)
3. When others communicate with me, I prefer them to:
  - Show genuine concern, share feelings, and be honest (relater)
  - Be creative and express ideas (planner)
  - Be concrete and to the point, forget the theory and long explanations (adventurer)
  - Use a strong, short-idea approach and cool the emotions (builder)
4. My teacher or supervisor at work could help me stay on track by:
  - Giving me exciting or challenging tasks with quick turnaround times (adventurer)
  - Being a good listener or sounding board (planner)
  - Being on top of things themselves and treating me properly (builder)
  - Giving me people-centered assignments (relater)
5. When my plans affect others, I'm likely to:
  - Support my ideas in a detailed fashion with in-depth explanations (planner)
  - Want to get going and explain later, only if necessary (adventurer)
  - Give step-by-step explanations of how the plan will be carried out (builder)
  - Think about how my plans affect people and how they might react (relater)
6. If I'm in a group trying to work together, I really prefer people to:
  - Thank each other for contributions and help each other (relater)
  - Know the hierarchy of command and give it recognition (builder)
  - Be logical and appreciate ideas (planner)
  - Be spontaneous and have a sense of humor (adventurer)