

## Relationships: the foundation of all success - David Koutsoukis





Do you find there are some people you get along with straight away? Are there others you find very frustrating or annoying? And have you ever wondered why you 'click' with some people and others drive you crazy? Read on and find out why.



I believe that relationships are the foundation of all success. So, how can we build relationships with people we don't seem to get along with? In the words of Stephen Covey we need to 'Seek first to understand, then be understood.'

Human behaviour is very complex, but in simple terms psychologists have been able to identify patterns of behaviour. Recognising these patterns helps us understand what makes people 'tick', and what we need to do to communicate effectively with them.

These patterns can be represented as four characters that guide our behaviour - a bit like the devil and angel on each shoulder that 'whisper' in our ear. One or two of these characters often 'shines' more brightly than the others and becomes our dominant personality. Knowledge of these characters within yourself and others will help you 'click' with people by understanding what makes them 'tick'. So, if you want to 'click' with...

Left Brain	Right Brain
 <p><b>BLUE</b> <b>Analysers</b></p> <p>✓ Explain the logic behind your words and actions, and back it up with research and statistics if needed.</p> <p><b>BE LOGICAL</b></p>	 <p><b>YELLOW</b> <b>Players</b></p> <p>✓ Make it fun, exciting and energetic for them.</p> <p><b>MAKE IT FUN</b></p>
 <p><b>GREEN</b> <b>Safekeepers</b></p> <p>✓ Be clear, organised and punctual, and take into account possible risks.</p> <p><b>BE ORGANISED</b></p>	 <p><b>RED</b> <b>Carers</b></p> <p>✓ Be friendly and genuine, express your feelings, and show empathy for others.</p> <p><b>SHOW EMPATHY</b></p>

Human behaviour is, of course, much more complex than four colourful characters, but the Click! Colours® are a great start to help you build relationships and boost success by understanding people who are not like you.

David Koutsoukis is a team development expert and co-author of 'Click! Why You Click With Some People and Others Drive You Crazy!' Visit [www.davidkoutsoukis.com](http://www.davidkoutsoukis.com) now and get your complimentary copy of 'Seven Vital Facts You Need To Know About Building High Performing Teams'.