



The People Code: It s All About Your Innate Motive (Paperback)

By Taylor Hartman

SIMON SCHUSTER, United States, 2007. Paperback. Book Condition: New. Revised ed.. 211 x 140 mm. Language: English. Brand New Book. All life is about relationships - personally, professionally, and socially. Every relationship begins with you. THE COLOR CODE is the most revolutionary and accurate measurement of your personality available on the market today. Once you have learned THE COLOR CODE you will never see yourself or others the same again. THE COLOR CODE is your best bet for understanding how to make sense out of life s relationship puzzles. It introduces the following four personality Colors, or driving Core Motives: RED (Motive: POWER)-These are the power wielders. Power, the ability to move from point A to point B, and get things done is what motivates and drives these people. They bring great gifts of vision and leadership and generally are responsible, decisive, proactive and assertive. BLUE (Motive: INTIMACY)-These are the do-gooders. Intimacy, connecting, creating quality relationships and having purpose is what motivates and drives these people. They bring great gifts of quality and service and are generally loyal, sincere, and thoughtful. WHITE (Motive: PEACE)-These are the peacekeepers. Peace, or the absence of conflict, is what motivates and drives these...



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