



## C-me Friends and Family Supporting Guide

Welcome to C-me Colour Profiling. C-me is a behavioural profiling tool that provides insight into a person's preferred way of doing things, based on their answers to a short questionnaire.

The following guide is aimed at talking you through your report, providing you with some suggestions on how you might want to review your reports collectively with your friends, partner or as a family.

No profile is fixed or constant and there are no right or wrong profiles. Each colour combination has its own strengths and challenges; like two sides of the same coin. C-me reports are all about sparking helpful conversations and discussions, assisting each of us to learn more about ourselves and each other.

### The Report

The report is made up of a few sections:

An introduction to the language of colour we use to describe different styles of behavior, with an overview of strengths for each colour. *There is further information on understanding our colour preferences in the 'Additional Information' section at the end of this document.*

1. Your own colour preferences will then be displayed, based on the way you responded to the questionnaire.
2. Your probable **strengths**, areas for **development**, **communication** style, and **contributions you may bring to a group or team will be identified based on your colour preferences.**
3. Finally, you will be asked to reflect on those preferences alongside those of your friends or family who may have different colour preferences from your own.

### Unpacking the Report

1. When you are ready, read through the whole report. It is good to take a highlighter pen and highlight statements that you resonate with. You may want to choose a different colour to highlight those statements that sometimes apply.
2. Sit with your partner/friend /family members and compare notes, read out what you have highlighted and discuss each other's perception of your selection. Do they see you in the same way? Allow time for each person to do this.
3. Discuss how your preferences may relate to other people sat with you. There are some conversation starters at the end of your reports. You may also want to consider:
  - What colour combinations may potentially lead to frustration?
  - What action can you take to understand each other better and make it easier or alleviate any effects of misunderstanding?
  - Which colour combinations work more harmoniously? How can you maximise the potential of these strengths in your family?



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## Friends and Family wheel

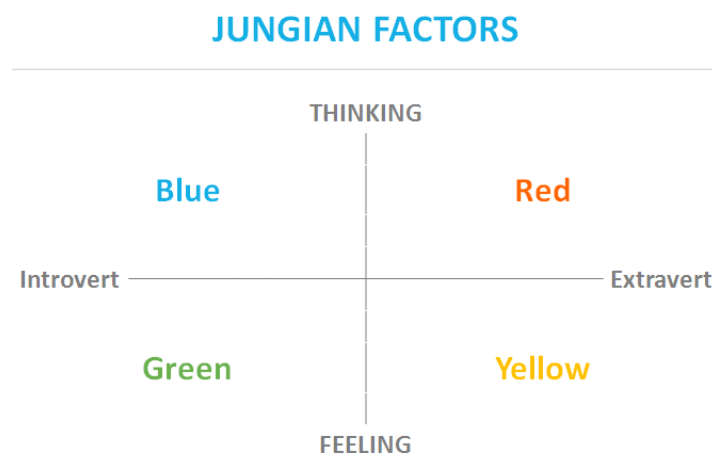
A group of people can be mapped to show their relative position on our colour wheel. People who are close together on the wheel are more likely to see eye to eye whereas, different approaches will be more common among people on opposite sides of the wheel.

1. Download and print off the Friends and Family Wheel [here](#).
2. Turn to page 3 of your report to see your own position on the wheel.
3. Mark your own position on your Friends and Family wheel.
4. Encourage the rest of your household to do the same.
5. Display it somewhere to remind you of each other's colour preferences and wheel position.

Look at the *Action and Discussion* section at the end of the report together and make some notes so you can remember what you have learnt from the conversations that have taken place.

## Background

The building blocks of the C-me profiling method are based on the work of the psychologist Carl Jung. Here, an individual's behavioural preferences can be mapped in terms of our attitude (preferring to be **extraverted** or **introverted**) and how we function (are we led by **thinking** or **feeling**). We set out to measure how much of each of these four energies an individual recognises in themselves.



**RED: Extraverted Thinking:** Demanding, competitive, strong willed, bold, driving, challenging, determined, forceful.

**YELLOW: Extraverted Feeling:** Engaging, friendly, enthusiastic, optimistic, spontaneous, talkative, open, sociable, informal.

**GREEN: Introverted Feeling:** Empathetic, patient, cooperative, helpful, encouraging, considerate, supportive, diplomatic.

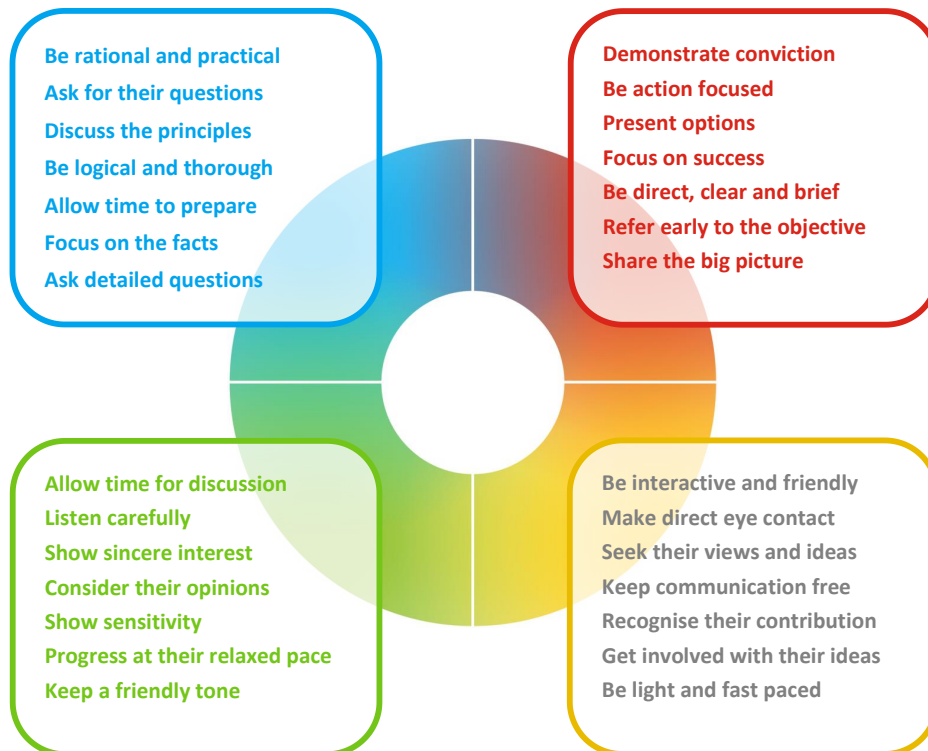
**BLUE: Introverted Thinking:** Detailed, particular, questioning, logical, reflective, precise, thorough, reasoned, consistent.

At C-me we use the language 'reflective' in place of 'introverted' as C-me is a behavioral profile rather than a personality profile. The desire for, and need to, reflect is what is dominant for those on this side of our wheel. It can be hard to find this reflective space in family life, but for those with a strong blue and green preference it is particularly important to create opportunity for this. Just as those with a more extraverted preference will want and need opportunities to connect with others and externally process what is going on in their lives.

## Tools for communication:

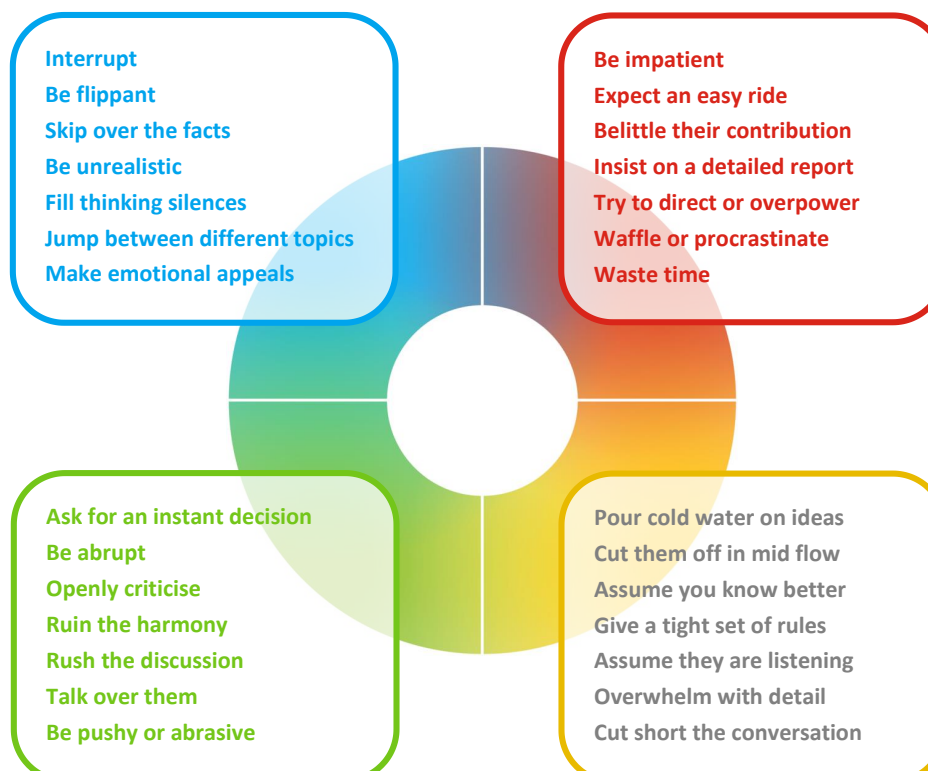
### Effective Colourful Communication:

Knowing someone else's position on the colour wheel, here are some suggestions for effectively communicating with them:



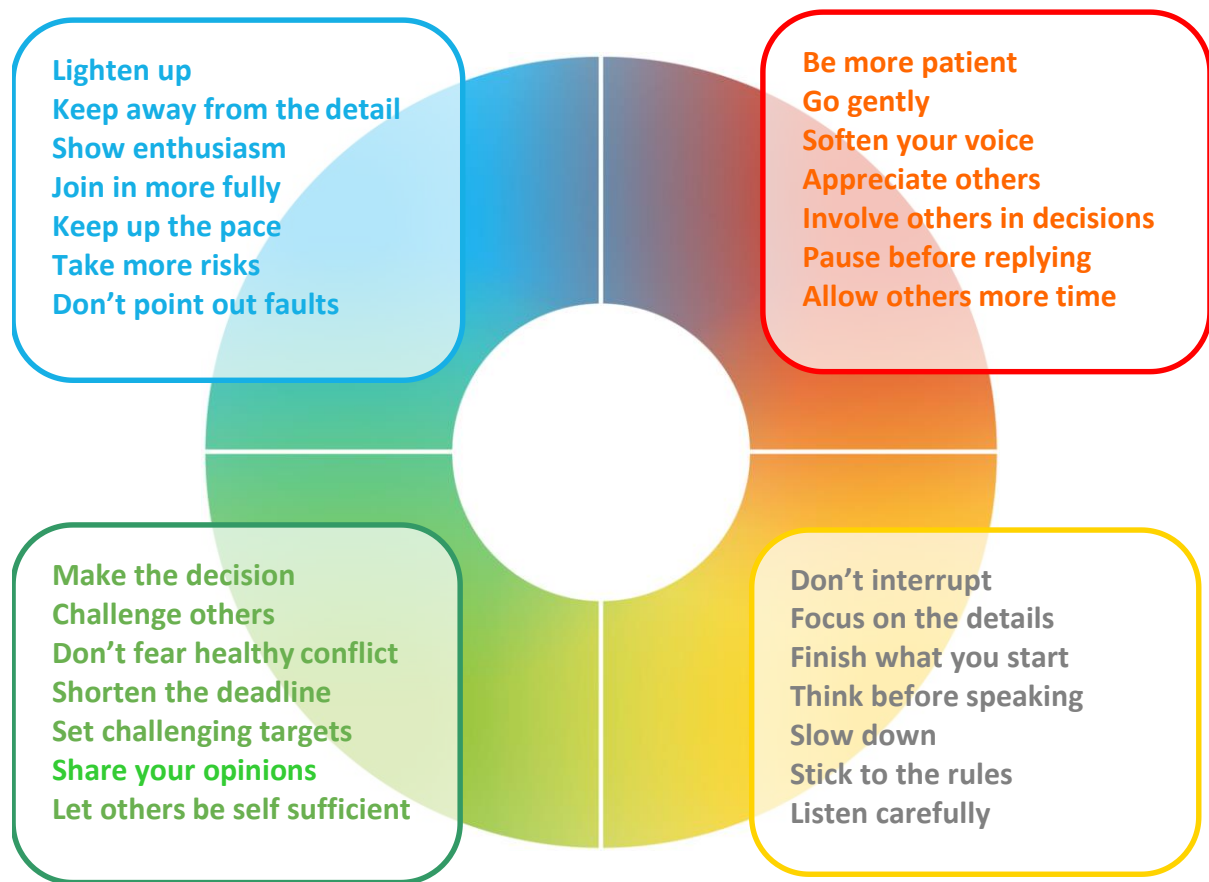
### Ineffective Colourful Communication:

Knowing someone else's position on the colour wheel, here are some suggestions for what NOT to do in communicating effectively with them:

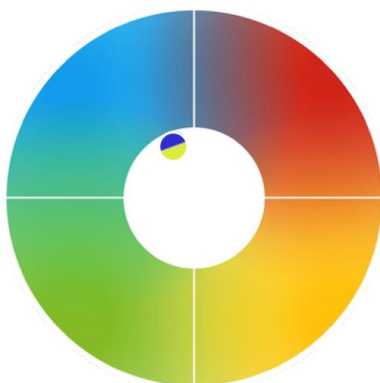


## Personal Development:

When reviewing the “Development” area of your report, here are some practical ways to address the challenges that may arise for those in your position on the colour wheel.



## Cross Types



If your dot appears inside the centre of the wheel on the Wheel Position chart, this is called a Cross Type, or Creative Type.

This outcome is rare (only 5-10% of respondents) and indicates that the individual exhibits behaviours that are physiological opposites (e.g. an Introverted Extrovert).

This might be a genuine result and can be indicative of a dynamic or creative individual. However, it could mean that the report is skewed by the conditions under which you completed the questionnaire, or that you are experiencing a period of transition in your life.

If your report shows a Cross Type result, we would recommend reviewing the report as a whole to see if it resonates. If it doesn't then we would suggest completing the questionnaire again.