

# How To Click! With People Quick!





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.

Most people would agree the assertion that good relationships create the foundation for success, but how do 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 sub-personality. You 'click' with people like you, and those who are not can drive you crazy! Knowledge of these characters within yourself and others will help you 'click' with others by understanding what makes them 'tick'.

So, if you want to 'click' with...

Left Brain	Right Brain
 <p data-bbox="560 965 711 1025"><b>BLUE</b> Analysers</p> <p data-bbox="504 1061 767 1218">✓ Explain the logic behind your words and actions, and back it up with data if needed.</p> <p data-bbox="595 1279 783 1308"><b>BE LOGICAL</b></p>	 <p data-bbox="1126 965 1246 1025"><b>YELLOW</b> Players</p> <p data-bbox="1123 1061 1259 1252">✓ Make it fun, exciting and energetic for them.</p> <p data-bbox="1059 1279 1262 1308"><b>MAKE IT FUN</b></p>
 <p data-bbox="549 1379 740 1440"><b>GREEN</b> Safekeepers</p> <p data-bbox="520 1476 772 1635">✓ Be clear, organised and punctual, and take into account possible risks.</p> <p data-bbox="544 1671 783 1700"><b>BE ORGANISED</b></p>	 <p data-bbox="1086 1379 1190 1440"><b>RED</b> Carers</p> <p data-bbox="1019 1476 1262 1635">✓ Be friendly and genuine, express your feelings, and show empathy for others.</p> <p data-bbox="1019 1671 1267 1700"><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.

*This article was brought to you by David Koutsoukis, co-author of 'Why you click with some people and others drive you crazy!' and director of Click! Colours International – a company that helps you build relationships quick, by understanding what makes people tick! If you'd like to know more visit [www.clickcolours.net](http://www.clickcolours.net)*

