# Communicating in Colour: Inter-professional Conversations









#### **Conflict Disclosure Information:**

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**Title of Presentation:** Communicating in Colour: Inter-professional Conversations

I have no financial or personal relationships to disclose.







### Communicating in Colour

#### Objectives:

- Understand why effective inter-professional communication is important
- Identify your own colour communication style
- Identify other colours' communication styles
- Acquire colour-based strategies to enhance conversations







## Interprofessional Communication











## Interpersonal Communication











#### Interpersonal Communication

#### Common barriers:

- personal values/expectations
- gender biases
- culture/ethnicity
- use of jargon
- educational differences
- personality differences
- communication preferences









# Inter-professional Communication











# Inter-professional Communication











#### **Successful Conversations**

- Shared professional competence
- Increased resource availability
- Improved patient outcomes
- Reduced length of hospital stay
- Reduced medically-related errors



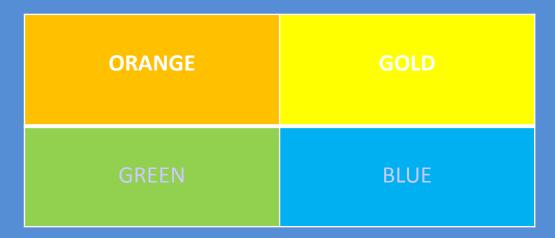






#### True Colours M

- Don Lowry (1978): research from Kiersey, Jung, Hippocrates.
- Metaphor of 4 temperaments:









# ORANGE

- Natural problem-solvers
- Live in the here and now
- Crave excitement, fun, adventure
- Never read the manual, just dig right in
- Encourage a team with high energy level and ambition







# ORANGE













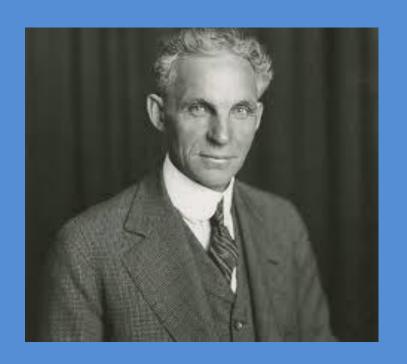
- Accountable, thorough, detailed
- Crave productivity
- Appreciate order and punctuality
- Always read the instructions
- Essential for keeping teams organized and focused







# GOLD













### GREEN

- Principled leaders, seek accuracy
- Make decisions based upon information, not feelings
- Prefer to work independently and through email
- Value data
- Greens keep teams grounded in reality







## GREEN











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# BLUE

- Blues care about people more than anything.
- Empathetic, capable of connecting, enjoy finding potential in others.
- Prefer face to face discussions
- Flag discord and act as a peacekeeper







# BLUE





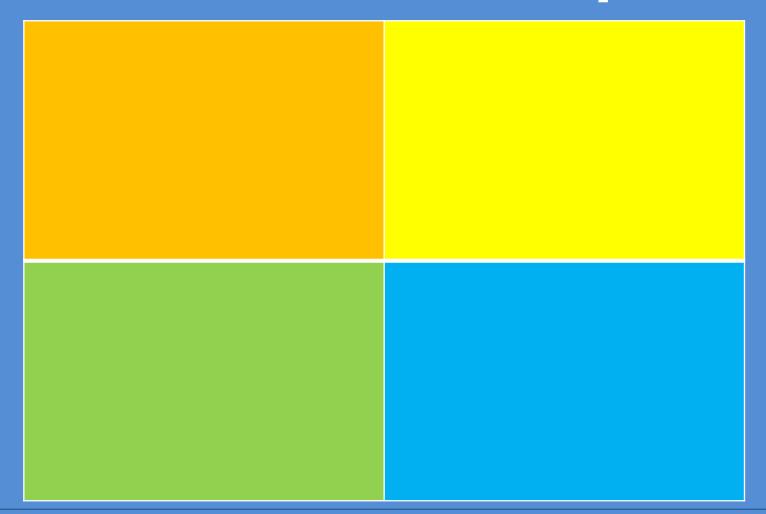








## Now time for the quiz!











## ORANGE

- Use chunks of info
- Move with them while they multi-task
- Allow options and flexibility
- Lighten up









- Be prepared with details
- Stay on target and be consistent
- Be respectful
- Don't interrupt
- Recognize their contributions







### GREEN

- Avoid redundancy
- Give big picture first, then fill in details if asked
- Skip "small talk"
- Don't misinterpret their need for information as an interrogation







# BIUE

- Acknowledge them
- Show appreciation
- Include them
- Have patience
- Don't bark orders







### QUESTIONS?











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