**ARE YOU PINK OR BLUE?**

R. Lichtenberg, *Pitch Like a Girl: How a Woman Can Be Herself and Still Succeed*  

Read the questions below and check off whether each statement describes you or not. Then count the number of pink and blue responses and refer to the scoring key at the end of the questionnaire.

<table>
<thead>
<tr>
<th>YES</th>
<th>NO</th>
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<tbody>
<tr>
<td>1. When first meeting somebody, I like to know their credentials (e.g., where they work, their title, where they went to school, and so on.)</td>
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<td>2. If I could, I would buy everything online.</td>
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<td>3. I try to answer the phone by saying hi and then my name.</td>
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<td>4. At office meetings, I like to connect with people before we get to the agenda.</td>
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<td>5. The most satisfying discussions I have at work are about how to get the job done.</td>
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<td>6. I have been called aloof or unemotional.</td>
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<td>7. It is important to know the person you are doing business with as a person.</td>
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<td>8. It annoys me when people talk about their feelings at work.</td>
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<td>10. I believe it is my job to put people at ease.</td>
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<td>11. It does not matter if you do not like your boss; you have to respect him or her.</td>
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<td>12. It bothers me when someone comments on my shoes or outfit.</td>
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<td>13. I like to know where I stand in the ranks.</td>
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<td>14. I have been told I am too emotional.</td>
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<td>15. I try to stand up straight and take up space.</td>
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Now analyze your answers using the below guide.

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<thead>
<tr>
<th></th>
<th>Yes = Blue</th>
<th>No = Pink</th>
<th>Yes = Blue</th>
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Total **Blue**: ________________

Total **Pink**: ________________

How did you do?

Ten or more of one color: This is your dominant color.

Anything under ten: You have **stripes**!