



Driver (Di)

Larry Cueva 

Data Analyst

Larry tends to be an enthusiastic adventurer, serious and decisive in execution.

DETERMINED

AMBITIOUS

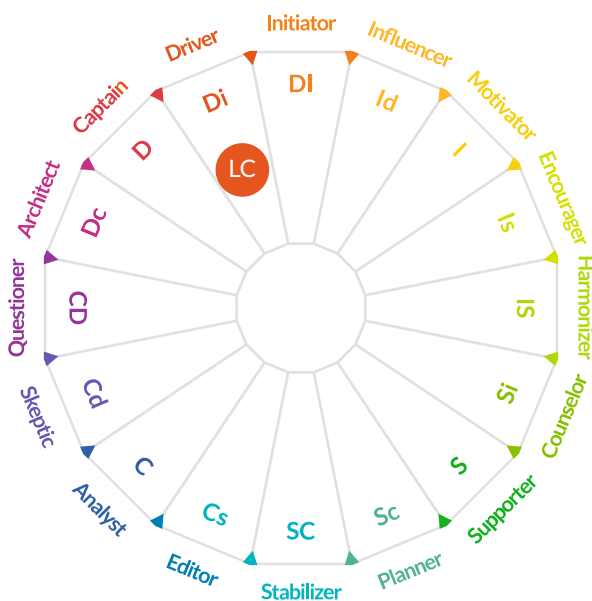
PERSUASIVE



My Personality

Map

DISC



Driver (Di)

This profile was made via Assessment on April 25, 2025

Larry is most likely a high-energy, strong-willed negotiator, whose people skills and deeply-rooted drive can help them guide others to success. They may enjoy lively discussion and verbal inspiration.

DIRECT

PERSUASIVE

DECISIVE



Personality Traits

Risk tolerant

LC

Risk averse

Trusting

LC

Skeptical

Optimistic

LC

Pragmatic

Deliberate

LC

Fast-paced

Matter-of-fact

LC

Expressive

Autonomous

LC

Collaborative

Supporting

LC

Dominant



Behavior

Building and maintaining momentum

Completing projects more quickly than others

Immediately projecting assertiveness and confidence

Working with a sense of urgency

Energizers

Making quick decisions

Opportunities to advance

Ambitious goals

Leading others

Drainers

Failing to achieve goals

Over-planning

Deep research and analysis

Slow, drawn-out events

Strengths

Being quick, independent and firm when making decisions

Taking bold risks when necessary

Directly stating thoughts and opinions

Leading a team through difficult situations

Blind Spots

May be overly brief in communication

May proceed with action before getting proper approval from an authority

May work too quickly through important decisions

May struggle working in the background with little recognition

Make a great first impression with Larry

Ask about their goals

Break your pitch up into bite-sized chunks

Project confidence

Keep the discussion high-level

Building trust

Avoid being quiet or reserved

Let them take the lead

Keep conversation brief

Share a compelling story



Product demo

Allow them to drive the pace

Skip over details that aren't directly related to their specific needs

Avoid appearing unprepared or unsure of yourself

Discuss why you are better than the competition



Negotiating

Project assertiveness and confidence

Avoid delaying the final decision

Stay focused on the goal

Explain how your solution will impact their goals



Pricing

Compare your pricing with competitors

Give them the bottom-line pricing without going into details

Allow some room for them to negotiate

Ask for their immediate feedback



How to drive Larry to take action

Offer to do the prep work for them

Remind them of the goal of the meeting

Make the meeting brief, if possible

Be more spontaneous, perhaps offering to meet immediately



Following up

Resist the temptation to apologize for being assertive

Clearly communicate what you need

Provide a deadline for when you need an answer

Ask until you get a clear answer



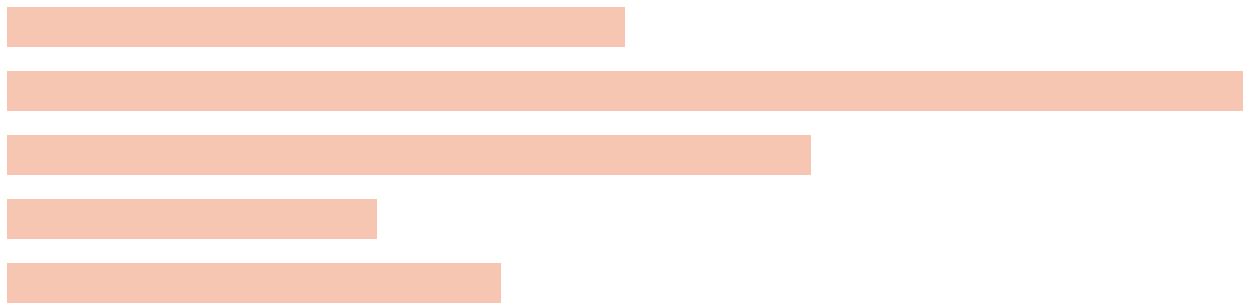
Writing style - How to write an email to Larry

Keep the message focused

Use a direct but friendly introduction

Be concise and to the point

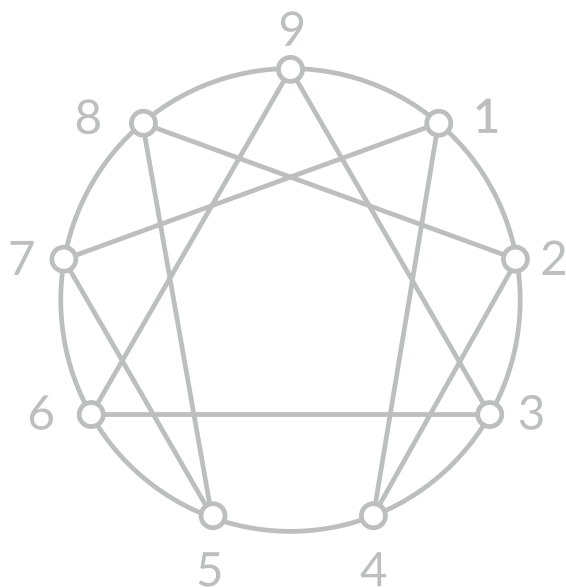
Avoid being overly detailed



Find out your Big Five trait scores

Answer a few additional questions to learn more about your personality.

START TEST



Find out your Enneagram Type

Answer a few additional questions to learn more about your personality.

[START TEST](#)

[Already know your type?](#)



16-Personality Types

based on types by Jung, Myers, & Briggs

Extroverted

Introverted

Sensing

Intuitive

Thinking

Feeling

Judging

Perceiving

Find out your 16-Personality Type

Answer a few additional questions to learn more about your 16-Personality Type.

[START TEST](#)

[Already know your type?](#)



Strengths

1

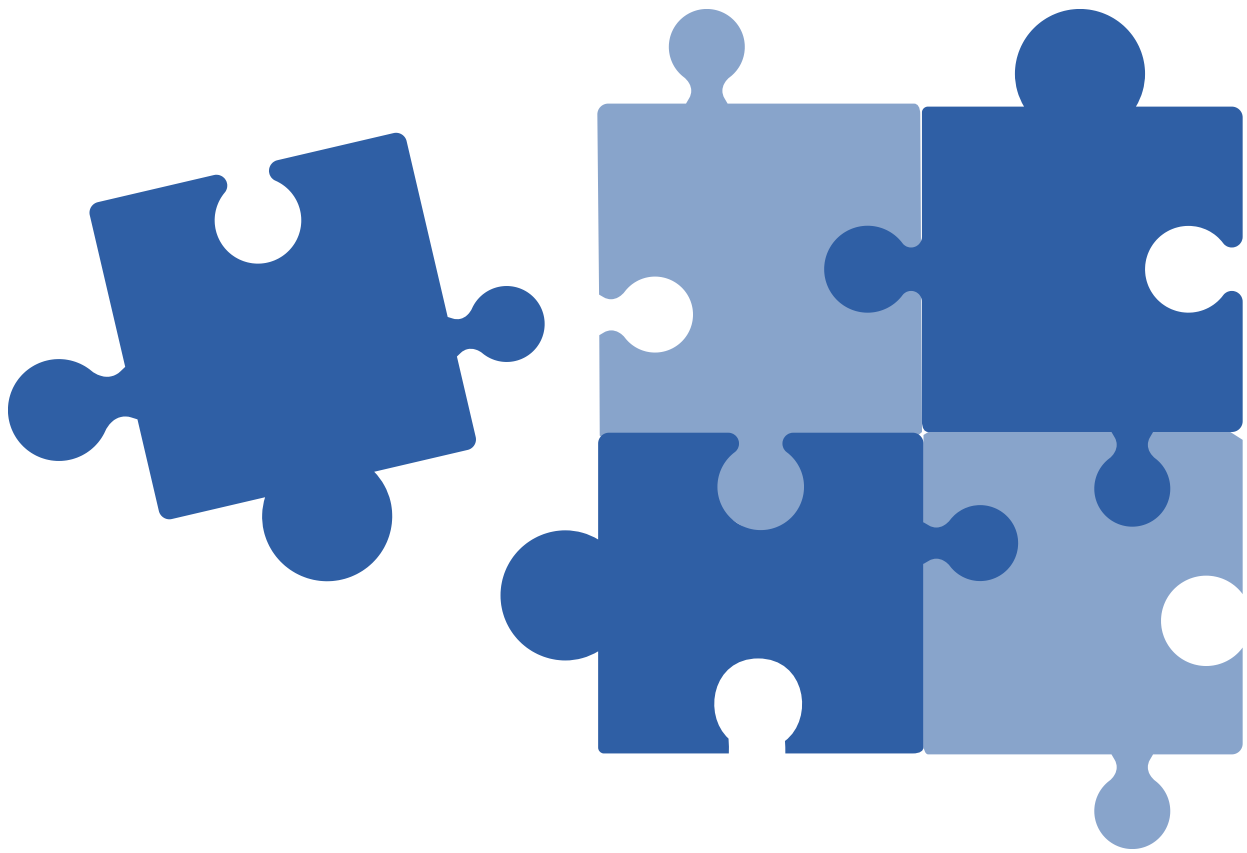
2

3

Find out your Strengths

Answer a few additional questions to learn more about your Strengths.

[START TEST](#)



Find out your Values

Answer a few additional questions to learn more about your Values.

[START TEST](#)