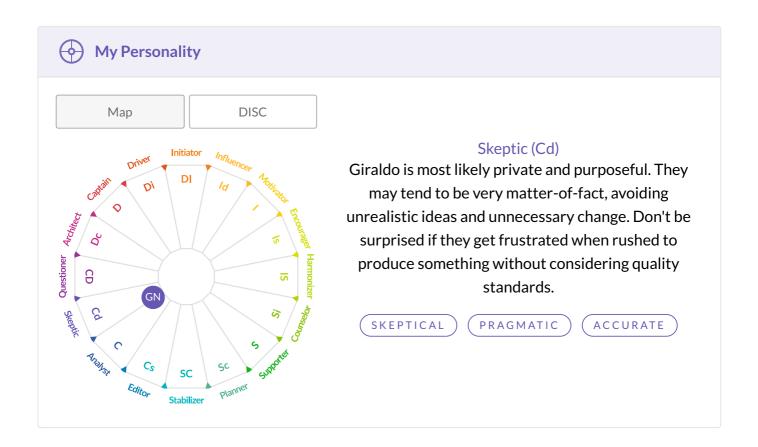


Giraldo Nainggolan 🤡

STUDENT

Giraldo is likely a natural problem-solver, separating emotions from decision-making.









Behavior

Enjoying thorough spreadsheets

Reviewing all of the facts when processing a situation

Experimenting with many solutions to a problem

Preferring spending time alone



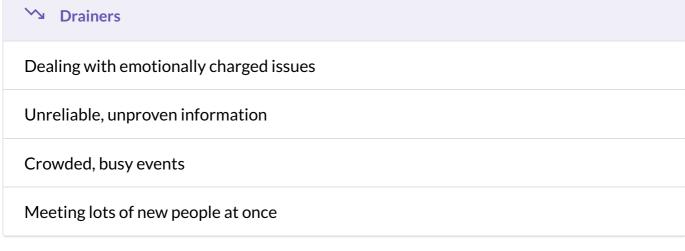
4 Energizers

Finding the best possible outcome

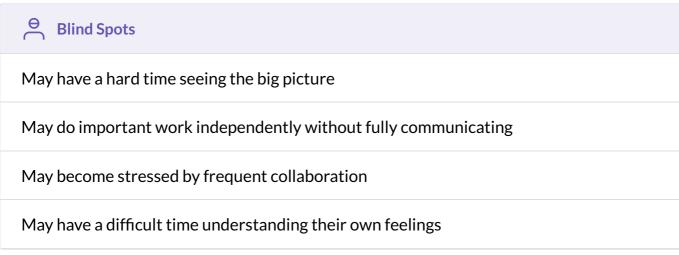
Order and organization

Creating procedures

Accuracy & precision







Make a great first impression with Giraldo
Ask them what problem they is trying to solve
Speak with clarity and specificity
Discuss the cost breakdown
Make sure you're prepared for tough questions



Building trust

Trust that they will follow specific verbal instructions

Remain logical and objective

Back up your thoughts with clear data

Start conversations with an issue to resolve



Product demo

Ask questions early on to try to understand what part of the product they are most interested in

Don't spend too much time building rapport, unless it is very intentional and structured

As you describe a feature, go deeper into how it works rather than just sharing what it does

Include plenty of context before you show off a feature



Negotiating

Give them plenty of information

Bring data and logic to your claims

Speak with precision

Avoid being overly optimistic



Provide full item lists and breakdowns

Outline all the extra details like terms and conditions

Demonstrate the logic behind your pricing

Ask if they need any further information



How to drive Giraldo to take action

Minimize the number of people involved in the meeting

Explain what the meeting will help them learn

Allow them to propose a time

Tell them what they should prepare beforehand



Following up

Make clear why you need their approval or input

Ask a specific question, without pushing for a decision

Be specific about when and why you need an answer.

Ask them to outline deadlines and next steps



Writing style - How to write an email to Giraldo

Use data to prove a point

Take your time explaining a situation

Give plenty of evidence to support any claims

Provide multiple options for next steps

Big Five Assessment

EXTRAVERSION

Extroversion is a measure of how outgoing, talkative, and people-oriented someone is.

56%

AGREEABLENESS

Agreeableness measures how easily a person connects with others.

88%

CONSCIENTIOUSNESS

Conscientiousness measures the thoughtfulness and organization of a person.

97%

EMOTIONAL STABILITY

Emotional Stability is a measure of how calm and stable a person is during stress.

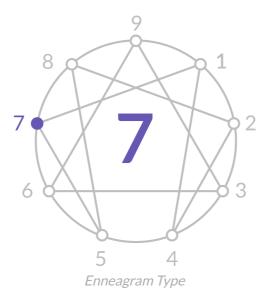
81%

OPENNESS

Openness is the measure of how open to experience, open-minded, and imaginative an individual is.

87%

enneagram



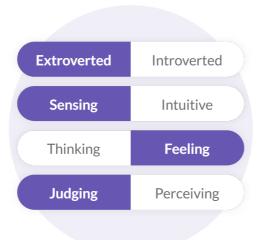
7: The Adventurer

As a Type Seven, Giraldo tends to be enthusiastic, adventurous, and spontaneous. Giraldo is likely people-oriented and generally enjoys pursuing new relationships.

Re-take the assessment



based on types by Jung, Myers, & Briggs



Enneagram Type

ESFJ

As an ESFJ, Giraldo tends to be empathetic, warm-hearted, and supportive. Giraldo is often a social butterfly and highly aware of others' needs.

Re-take the assessment



Strengths



Appreciation of Beauty and Excellence

Giraldo notices the beauty and excellence around them; they are often awe-struck by beauty, greatness, and/or the moral goodness they witness; they are often filled with wonder.



Curiosity

Giraldo is an explorer; they seek novelty; they are interested in new activities, ideas, and people; they are open to new experiences.



Forgiveness/Mercy

Giraldo readily lets go of hurt after they are wronged; they give people a second chance; they are not vengeful or resentful; they accept people's shortcomings.



Gratitude

Giraldo regularly experiences and expresses thankfulness; they do not take the good things that happen in their life for granted; they tend to feel blessed in many circumstances.



Honesty

Giraldo is a person of high integrity and authenticity; they tell the truth, even when it hurts; they present themselves to others in a sincere way; they take responsibility for their actions.



€ Values



Achievement

It is important to them to challenge themselves and work hard to improve.



Concern for The Environment

It is important to them to protect and preserve the environment.



Creativity

It is important to them to have new ideas or to create new things.



Financial Prosperity

It is important to them to be successful at making money or buying property.



Health and Activity

It is important to them to be healthy and physically active.