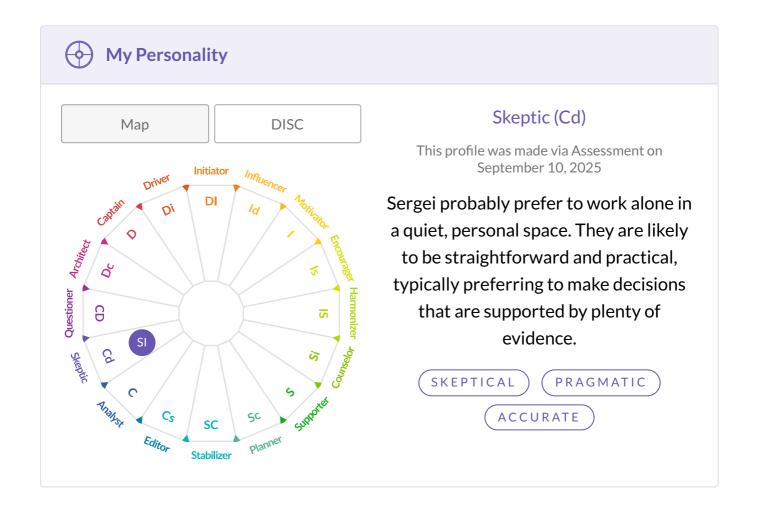


Sergei Ivanov 🤡



Sergei is primarily driven by logic and efficiency.









O Behavior

Separating facts from emotions when making decisions

Preferring spending time alone

Seeking evidence to support claims

Reviewing all of the facts when processing a situation



4 Energizers

Creating procedures

Privacy

Finding the best possible outcome

Detailed evidence



Drainers

Crowded, busy events

When others do not follow through on promises

Dealing with emotionally charged issues

Chaotic situations



Strengths

Solving problems without being swayed by emotion

Directing others with precision

Effectively gathering information

Building impactful, effective systems



Blind Spots

May become stressed by frequent collaboration

May resist people who do not use a systematic approach to organizing work

May have a hard time seeing the big picture

May make premature judgements or critiques



Make a great first impression with Sergei

Discuss the cost breakdown

Ask simple "yes or no" questions

Ask them what problem they is trying to solve

Be honest and direct about what you're offering



Building trust

Back up your thoughts with clear data

Set clear expectations for the conversation

Trust that they will follow specific verbal instructions

Share your qualifications or expertise



Product demo

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

Avoid glossing over important details in your presentation

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

Expect to dive deep into certain areas and answer very specific questions



Negotiating

Speak with precision

Do your research beforehand

Give them plenty of information

Avoid taking their questions personally



Pricing

Provide full item lists and breakdowns

Demonstrate the logic behind your pricing

Outline all the extra details like terms and conditions

Be fully transparent about your benefits and limitations



How to drive Sergei to take action

Minimize the number of people involved in the meeting

Allow them to propose a time

Explain what the meeting will help them learn

Ask them to propose the agenda



Following up

Make clear why you need their approval or input

Be specific about when and why you need an answer.

Ask a specific question, without pushing for a decision

Give them more time to consider the options if they need it



Writing style - How to write an email to Sergei

Give plenty of evidence to support any claims

Clearly state the reason for the email right away

Use data to prove a point

Be firm in your statements

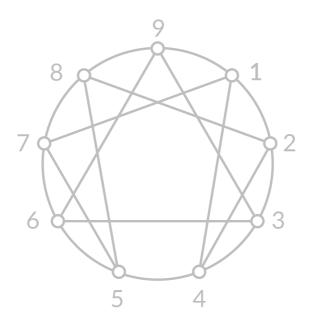


Find out your Big Five trait scores

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

START TEST

enneagram



Find out your Enneagram Type

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

START TEST

Already know your type?



Extroverted Introverted

Sensing Intuitive

Thinking Feeling

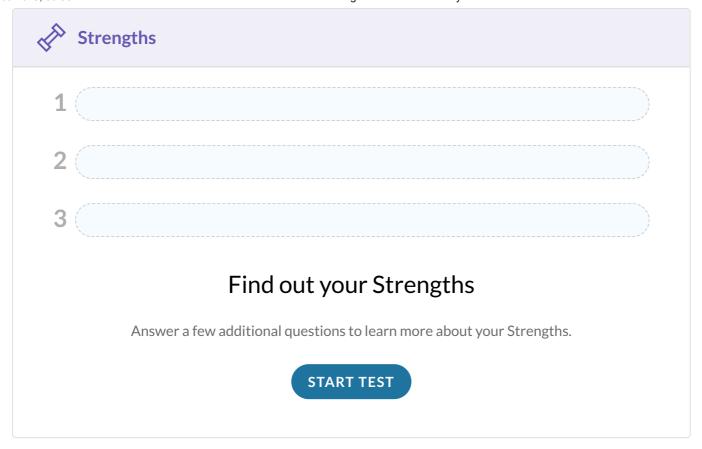
Judging Perceiving

Find out your 16-Personality Type

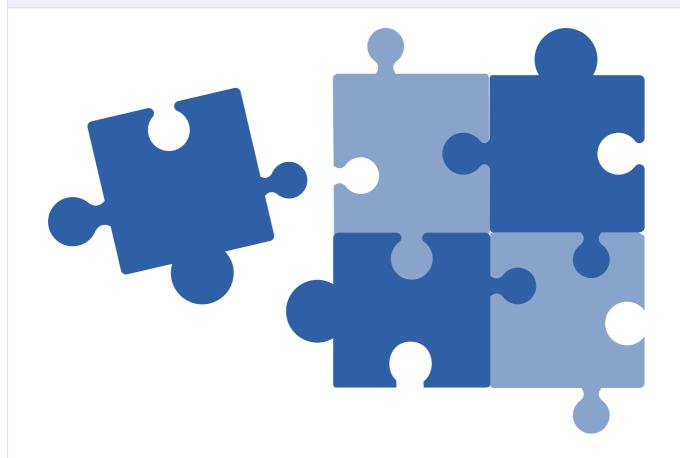
Answer a few additional questions to learn more about your 16-Personality Type.

START TEST

Already know your type?







Find out your Values

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

START TEST