

Mark Sigler - User Guide

Some things about me

I'm an [eNTj](#) and while I can be introverted ([iNTp](#)) at times, quiet and thoughtful, you will rarely see that side. I have been known to suck all of the air out of the room, meaning I can talk a lot. My [experience](#) is shaped by over forty years in the Tech industry in a variety of roles, so I empathize with Engineering (Dev and Ops), Sales, Marketing, Corp Dev but most of all customers.

How I like to work

Talk to me. I value interaction over process and tools. I value customer interaction over internal meetings. In order of preference, 1) in-person 2) video conf 3) Slack 4) email 5) Jira 6) slides 7) documents

Less is often more. I try to keep things simple and focused. If we discuss what we want and how to get there, then the course of action should become clear so we can deliver early and often. I am not at all dogmatic about Agile or methods, only about results.

I prefer to understand the “big picture” and desired longer term outcomes, so that we can define the journey with steps and milestones towards our destination. I need this as a framework to organize the details, and want data to validate decisions.

Things that annoy me

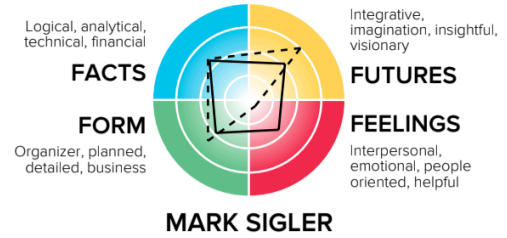
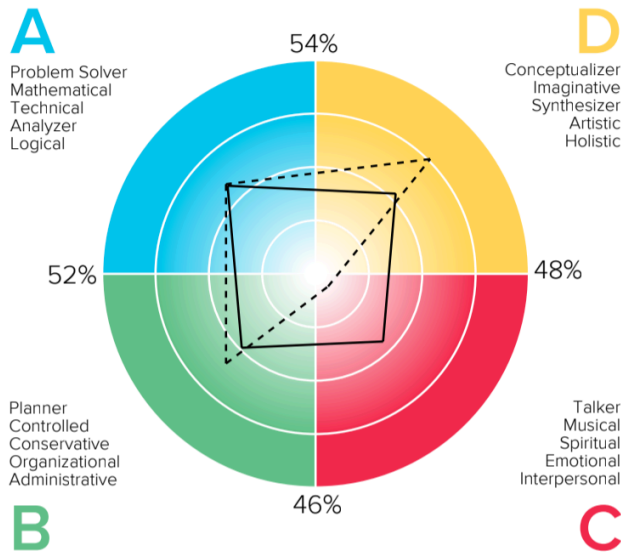
Comprehensive documents over working software that solves customer challenges. Stale wiki pages. Reams of Jira issues. Not using threads in Slack. Meeting invites that have no agenda or stated objectives.

Things I'm working on

I tend to be interrupt driven and often gloss over details, so I am trying to be a bit more organized and I should probably be better at tracking tasks.

HBDI

HBDI® Profile MARK SIGLER



TYPICAL STRENGTHS AT WORK BY QUADRANT

<ul style="list-style-type: none"> Forming theories Gathering facts, analyzing issues Measuring precisely Problem solving logically Financial and critical analysis Understanding technical elements Working with numbers, statistics, data and precision 	<ul style="list-style-type: none"> Seeing 'the big picture' Recognizing new possibilities Integrating ideas & concepts Challenging established policies Synthesizing unlike elements into a new whole Inventing solutions to problems Problem solving in intuitive ways
<ul style="list-style-type: none"> Finding overlooked flaws Approaching problems practically Maintain a standard of consistency Reading fine print in documents Organizing and keeping track of data Developing detailed plans/procedures Keeping financial records straight 	<ul style="list-style-type: none"> Recognizing interpersonal difficulties Anticipating how others will feel Picking up the non-verbal cues Engendering enthusiasm Persuading, conciliating Understanding emotional elements Sharing



COMMUNICATION WALK-AROUND

Use Whole Brain® Communication

- A** Does it use facts?
Is it quantified?
Does it show clear analysis?
Is it logical and to the point?
- B** Does it provide details?
Is it in sequential order?
Is it in an 'appropriate' format?
Is it neat?



- D** Is it visual and colorful?
Does it use metaphors?
Does it look at the future?
Is it conceptually sound or clear?
Does it look at the big picture or overview?
- C** Does it acknowledge emotional issues?
Does it use experiences that relate to the audience?
Examples to illustrate point?
Is it helpful and user friendly?