

# C - Conscientious

They prioritize ACCURACY.

They love to be RIGHT.

They fear CRITICISM.



## How To Identify a C

- Accurate
- Fact Driven
- Quality Conscious
- Plan Ahead
- Perfectionist
- Systematic
- Detail Oriented
- Consistent
- Private
- Cautious

## Communication



### How They Listen

- Listen for facts and accuracy
- Listen for process
- Miss the big picture
- Skeptical, silently judging



### How They Talk

- A lot of detail
- Unemotional delivery
- Serious



### How They Read

- Is that a typo?
- Thoroughly



### How They Write

- Thoughtfully
- Proofed multiple times

## How To Work With Them



### Their Motivators

- Fact finding
- Fault finding
- Improving process
- Ensuring high quality
- Contingency planning



### Their Fears

- Being wrong
- Being unprepared



### Their Pitfalls

- Not sharing information
- Being too private
- Being too rigid



### Their Conflict Management

- Focus on facts, not emotions
- Thoroughly examine all issues
- Overanalyze and criticize

## Tips



### DO's

- Be prepared
- Be accurate
- Follow up
- Be patient
- Be persistent
- Be diplomatic



### DON'Ts

- Criticize
- Give vague answers
- Refuse to explain details
- Be too brief
- Be emotional