

10 of 10 profiles remaining



## Sruthi Ramaiah 🤣

Intern at Philips

Sruthi tends to remove emotions from decision-making as much as possible, valuing efficiency and logic.

PERSISTENT FOCUSED CANDID

My Personality ····



## Questioner (CD)

Sruthi tends to prefer taking charge of a situation and working independently. They may be direct and business-like, often seeking to offer advice for improving efficiency. While they can seem overly blunt, they often offers helpful advice for growth.

Persistent Focused Candid

Want to improve your profile's accuracy?

Re-take the DISC assessment

O Behavior
Questioning inefficient practices
Verbally challenging a bold claim about a product
Highly valuing accuracy
Challenging ideas that don't make sense

← Energizers	
Personal space	
Providing feedback	
Independence	
Competence & skill	

<b>∨</b> Drainers	
Inefficiencies and waste	
Indecision from others	
Waiting for extended periods of time	
Expressive displays of emotion	

Focusing on results and realistic expectations
Expressing their thoughts clearly
Moving forward with persistence
Communicating directly with facts
⊖ Blind spots
Addressing conflict with a firm, direct approach, which may be uncomfortable for some
May share their opinions too bluntly
May not show sensitivity toward others' feelings
May express critical feedback very quickly and bluntly
Make a great first impression with Sruthi
Get to the point quickly

⊕ Building trust
Get right to the issue at hand
☐ Product demo
Provide specific results and data from past implementation of your product
<u></u> Negotiating
Avoid giving into their demands easily

Pricing
Focus on efficiency and cost-effectiveness
How to drive Sruthi to take action
Propose a specific time, but allow them to modify it
<b>Sollowing up</b>
Prepare specific questions to ask

Writing style - How to write an email to Sruthi
Avoid open-ended questions in favor of "yes or no" questions