



Counselor (Si)

Douglas Ronne 

Lead Developer

Douglas is often eager to help develop others with one-on-one coaching and instruction.

ACCOMMODATING

FRIENDLY

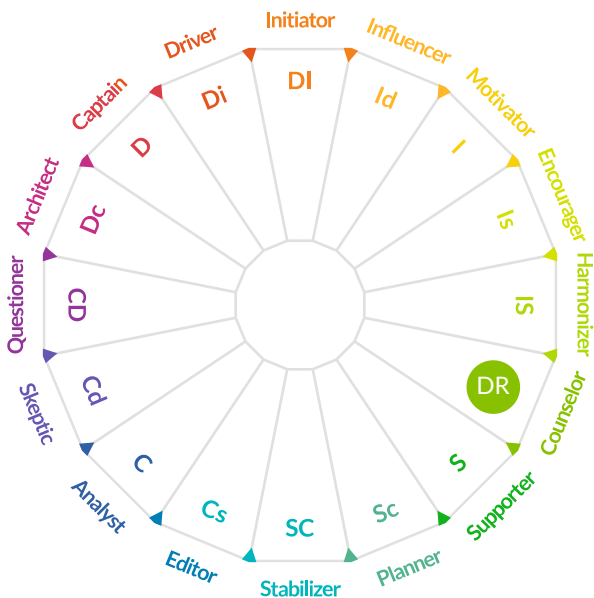
COMPASSIONATE



My Personality

Map

DISC



Counselor (Si)

This profile was made via Assessment on September 26, 2024

Douglas tends to be adaptable, caring, and understanding. They may be a supportive, encouraging presence in stressful situations, often offering considerate help or thoughtful advice.

ACCOMODATING

DIPLOMATIC

REASSURING



Personality Traits



Behavior

Perceiving subtle hints

Checking to see how others are feeling

Finding comfort in groups

Consulting with a small group of trusted peers before a decision

Energizers

Affirmation and appreciation

Creating harmony

Group cooperation

Deep friendships

Drainers

Facing conflict with others

Demanding deadlines

Being overly pressured

Blunt criticism

Strengths

Expressing sincere care for people

Bringing positive energy and warmth to a team

Offering support and guidance, when needed

Making sure others feel comfortable and included



Blind Spots

Postponing difficult conversations

May fail to evaluate problems realistically due to optimistic expectations

May have a hard time asserting their authority

Staying silent about their opinions



Make a great first impression with Douglas

Talk about other people who like your product

Leverage personal connections

Know that you're unlikely to receive a straight "no"

Encourage them to talk it over with peers



Building trust

Ask questions about their personal life

Speak with a calm and steady tone

Use words like "value" and "fair"

Recognize and appreciate their contributions



Product demo

Build comfortable rapport at the beginning, rather than jumping right in

Discuss about how the product affects you personally

Check in with them by asking lighthearted questions throughout

Explain how this will benefit their team



Negotiating

Avoid putting too much pressure on them

Acknowledge the impact that a decision will have on their peers

Try to connect with them on a personal level

Maintain a warm attitude



Pricing

Walk through the individual components first, then the total cost

Help them get approval from others for their purchase

Explain how they can achieve more certainty in the future

Provide options for a long-term commitment



How to drive Douglas to take action

Offer casual, one-on-one discussion before the meeting to build rapport

Set up a calm, peaceful environment

Provide the agenda and instructions well in advance

Collaborate to set the meeting agenda



Following up

Demonstrate patience and politeness

Be thoughtful and try to build a longer-lasting connection

Offer to provide information, certainty, and clarity

Bring up something specific they mentioned before



Writing style - How to write an email to Douglas

Point out shared interests

Express gratitude frequently

Try to get to a more personal medium, like on the phone or in-person

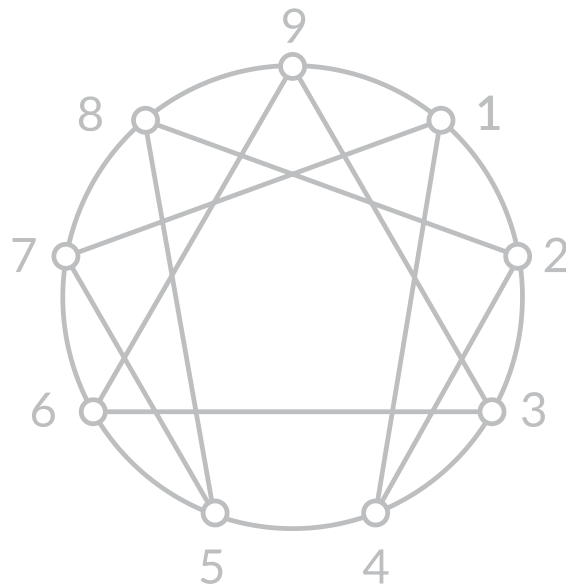
Use a sentence to express appreciation



Find out your Big Five trait scores

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

START TEST



Find out your Enneagram Type

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

START TEST

[Already know your type?](#)



16-Personality Types

based on types by Jung, Myers, & Briggs

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?](#)



Strengths

1

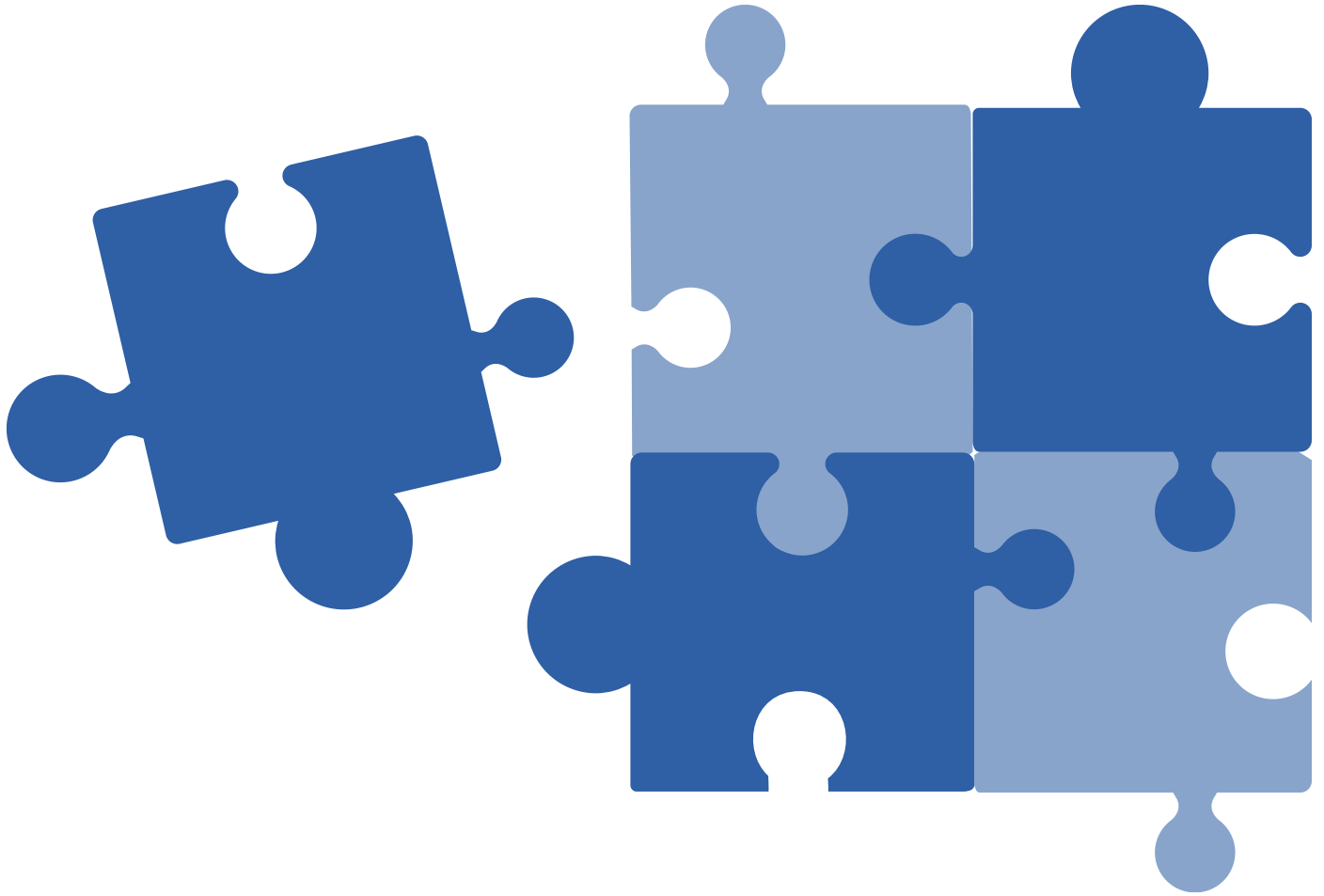
2

3

Find out your Strengths

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

[START TEST](#)



Find out your Values

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

[START TEST](#)