

# Zhafirah Prasetija 🤣

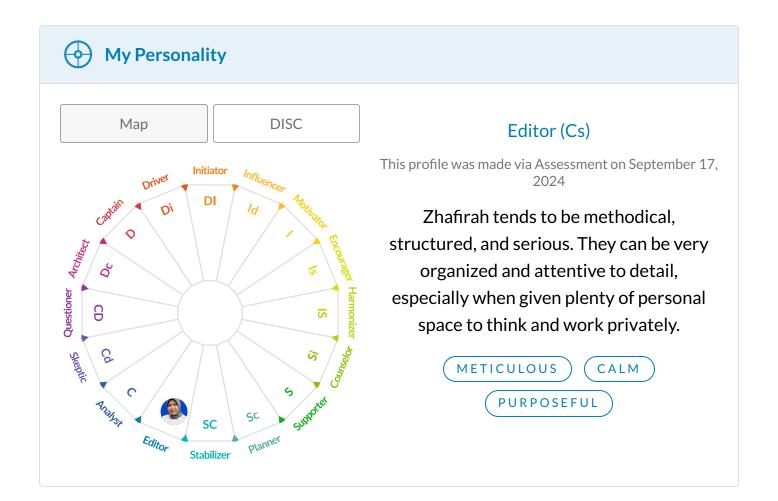
Web Developer

Zhafirah tends to be pragmatic, reliable and accurate.

**METICULOUS** 

**ORGANIZED** 

**DILIGENT** 





# 0

#### **Behavior**

Preferring to improve an existing document rather than write a new one

Paying close attention to all the details

Reading an instruction manual

Approaching problems cautiously and methodically



## 4 Energizers

Rules and processes

Asking questions

Structure

Taking their time



#### **Drainers**

Attending crowded events

Frequent collaboration with others

Asserting authority over a group of people

Acting on gut instinct



## **Strengths**

Carefully considering decisions perceived as high-risk

Relying on trusted solutions

Maintaining order and organization

Using a structured approach to help others whenever possible



## **Blind Spots**

May overcomplicate solutions to simple problems

Focusing too closely on the details

May be closed off to new or abstract ideas

May take a long time to come to a conclusion



#### Make a great first impression with Zhafirah

Follow up with additional data to help them decide

Expect the conversation to be lengthy

Don't stray off topic

Talk about your track record with other customers



### **U** Building trust

Remain stoic and objective

Be prepared to answer questions

Encourage them to share their thoughts

Avoid sarcasm



#### Product demo

Move at a thorough, methodical pace

Share a written agenda of what you'll talk about at the start

Completely prepare your demo beforehand, rather than playing it by ear

Send detailed follow ups



#### **Negotiating**

Maintain a cool, reserved demeanor

Avoid bringing in personal stories

Discuss the overall cost breakdown

Allow them to process on their own



#### **Pricing**

Provide formulas, calculators, or visuals if possible

Ask if they need any further information

Give them time to analyze the details on their own

Outline all the extra details like terms and conditions



#### How to drive Zhafirah to take action

Say specifically which topics will be covered

Tell them what they should prepare beforehand

Give them a few time options to select from

Explain what the meeting will help them learn



#### Following up

Ask about the decision-making process

Ask them to outline deadlines and next steps

Ask for details about the current process

Ask a specific question, without pushing for a decision



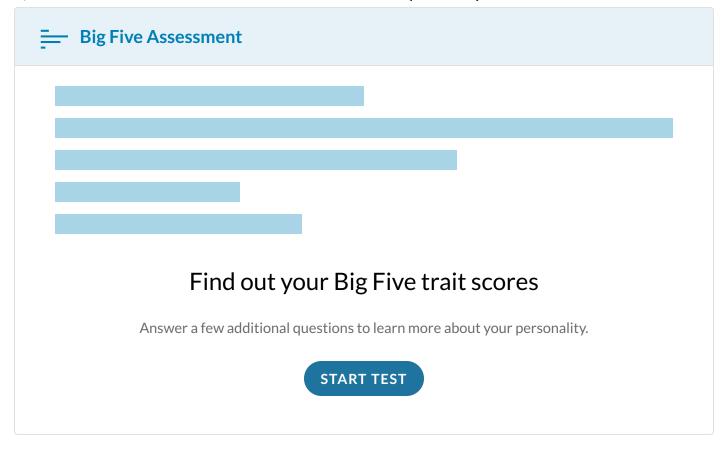
### Writing style - How to write an email to Zhafirah

Use descriptive, accurate language

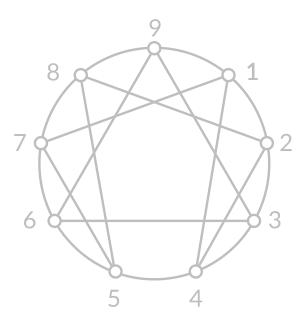
Be prepared to answer questions

Use proper grammar and formatting

Keep the conversation fact-focused



## eco Enneagram



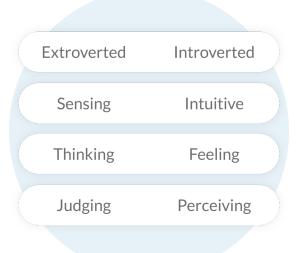
# Find out your Enneagram Type

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

START TEST

Already know your type?



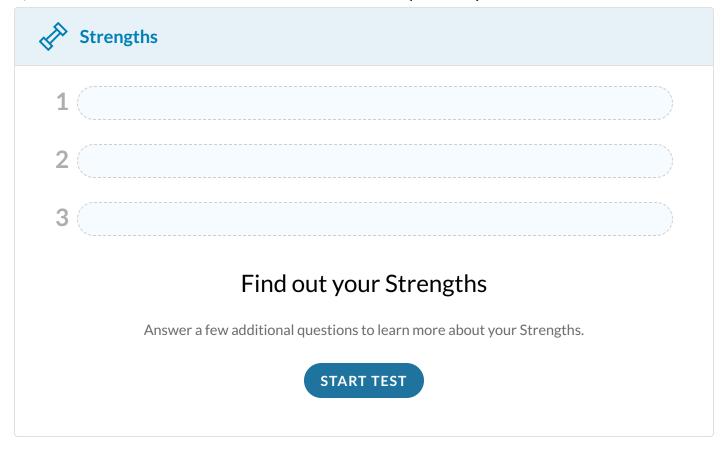


## Find out your 16-Personality Type

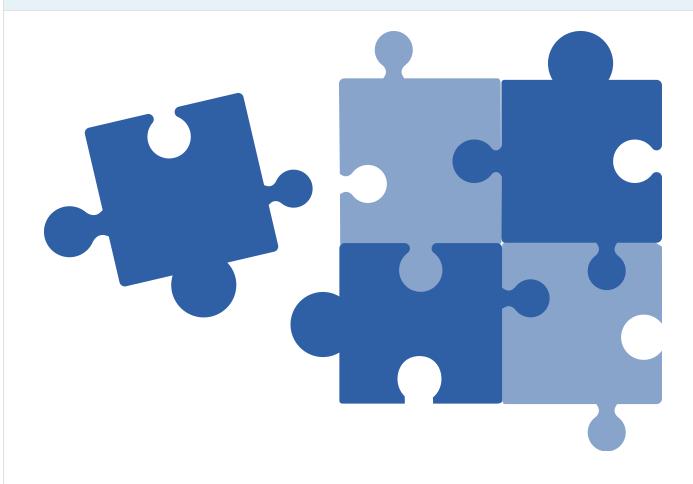
Answer a few additional questions to learn more about your 16-Personality Type.

START TEST

Already know your type?







# Find out your Values

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

START TEST