



Counselor (Si)

Joe Ervin 

CEO

Joe tends to be supportive, agreeable, adaptable, and accommodating.

FRIENDLY

DIPLOMATIC

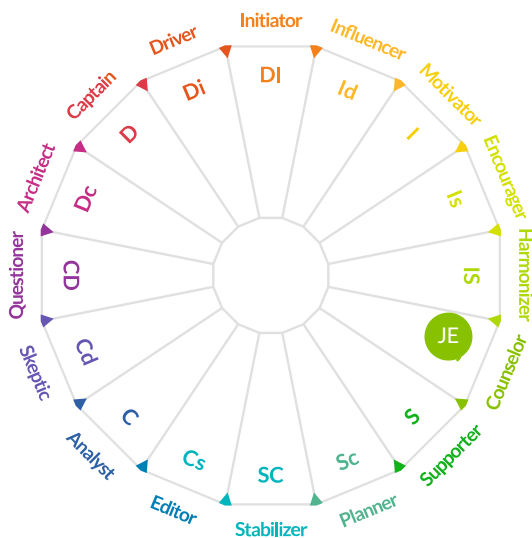
ACCOMMODATING



My Personality

Map

DISC



Counselor (Si)

This profile was made via Assessment on November 29, 2024

Joe is likely to take time to understand a problem and perceive the emotional elements of a situation before taking action. They can tend to be patient, steadfast, and may emphasize the individual needs of teammates over personal ambitions.

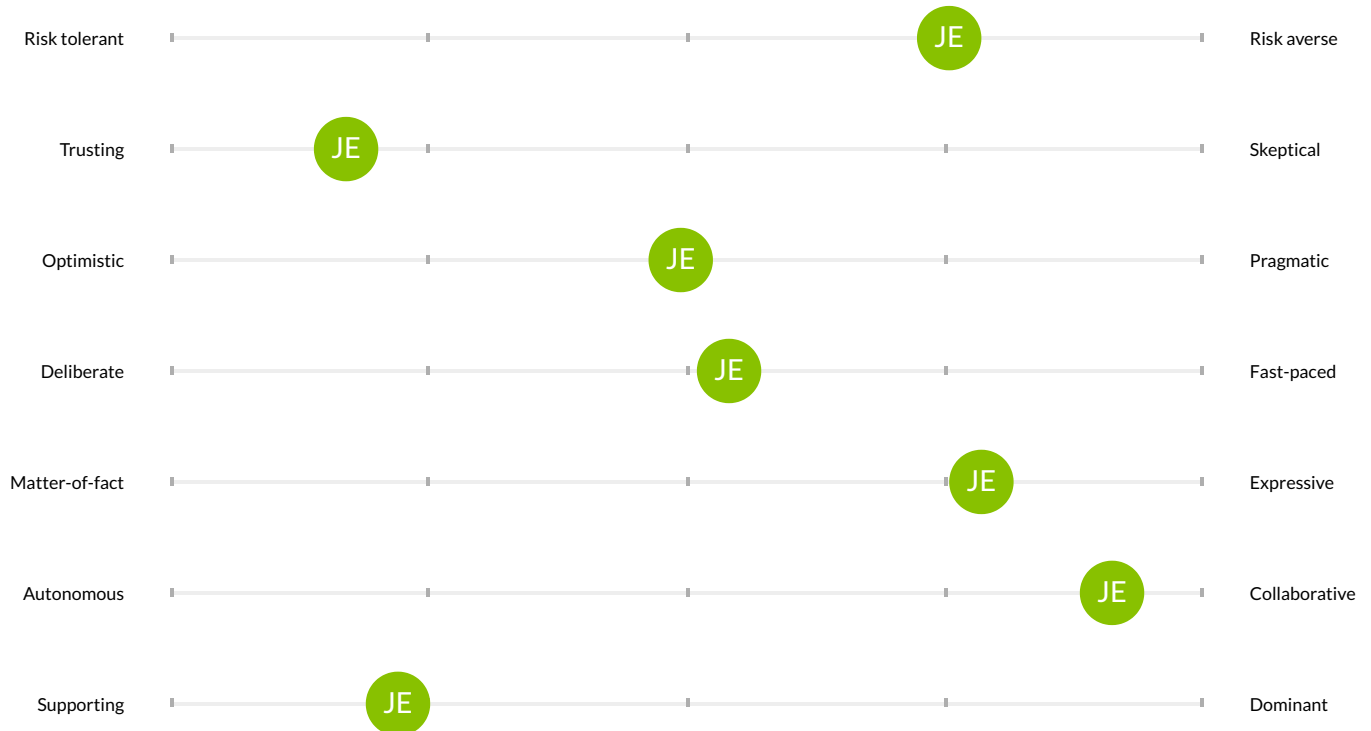
ACCOMODATING

DIPLOMATIC

REASSURING



Personality Traits



Behavior

Finding comfort in groups

Seeking group consensus before acting

Easily perceiving the emotions of others

Checking to see how others are feeling



Energizers

Creating harmony

Deep friendships

Affirmation and appreciation

Peaceful environments



Drainers

Demanding deadlines

Blunt criticism

Facing conflict with others

Emotional detachment



Strengths

Bringing positive energy and warmth to a team

Making sure others feel comfortable and included

Expressing sincere care for people

Optimistically evaluating the capabilities of others



Blind Spots

May fail to evaluate problems realistically due to optimistic expectations

Staying silent about their opinions

Postponing difficult conversations

May placate or appease people who are resisting or arguing



Make a great first impression with Joe

Leverage personal connections

Encourage them to talk it over with peers

Talk about other people who like your product

Explain how this will help their entire team



Building trust

Speak with a calm and steady tone

Recognize and appreciate their contributions

Ask questions about their personal life

Give them plenty of time to share their thoughts



Product demo

Discuss about how the product affects you personally

Explain how this will benefit their team

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

Start by sharing a bit about yourself and then introduce the company



Negotiating

Acknowledge the impact that a decision will have on their peers

Maintain a warm attitude

Avoid putting too much pressure on them

Bring other people into a discussion when helpful



Pricing

Help them get approval from others for their purchase

Walk through the individual components first, then the total cost

Explain how they can achieve more certainty in the future

Provide options for a long-term commitment



How to drive Joe to take action

Set up a calm, peaceful environment

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

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 Joe

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

Point out shared interests

End the message with positivity

Express gratitude frequently

Big Five Assessment

EXTRAVERSION

Extroversion is a measure of how outgoing, talkative, and people-oriented someone is.

56%

AGREEABLENESS

Agreeableness measures how easily a person connects with others.

94%

CONSCIENTIOUSNESS

Conscientiousness measures the thoughtfulness and organization of a person.

44%

EMOTIONAL STABILITY

Emotional Stability is a measure of how calm and stable a person is during stress.

89%

OPENNESS

Openness is the measure of how open to experience, open-minded, and imaginative an individual is.

62%



Enneagram Type

2: The Caregiver

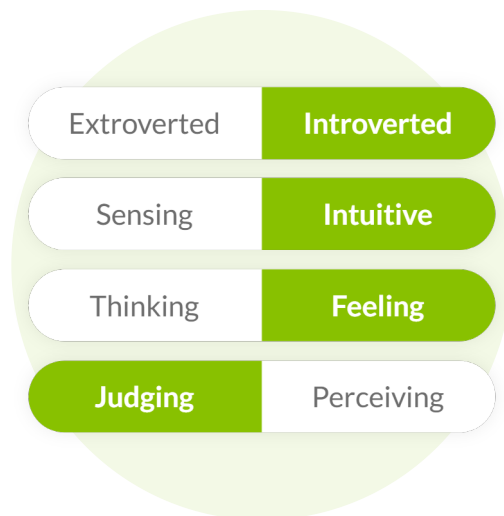
As a Type Two, Joe tends to be generous, altruistic, and empathetic. Joe is likely a hardworking and motivated person with a drive to connect with the world.

[Re-take the assessment](#)



16-Personality Types

based on types by Jung, Myers, & Briggs



Enneagram Type

INFJ

As an INFJ, Joe tends to be determined, reserved, and altruistic. Joe is likely an idealist and is passionate about making the world a better place and close relationships.

[Re-take the assessment](#)



Strengths



Curiosity

Joe is an explorer; they seek novelty; they are interested in new activities, ideas, and people; they are open to new experiences.



Gratitude

Joe regularly experiences and expresses thankfulness; they do not take the good things that happen in their life for granted; they tend to feel blessed in many circumstances.



Honesty

Joe is a person of high integrity and authenticity; they tell the truth, even when it hurts; they present themselves to others in a sincere way; they take responsibility for their actions.



Hope

Joe is optimistic, expecting the best to happen; they believe in and work toward a positive future; they can think of many pathways to reach their goals.



Values



Concern for Others

The well-being of others is important to them .



Creativity

It is important to them to have new ideas or to create new things.



Independence

It is important to them to make their own decisions and do things their way.



Loyalty to Family or Group

It is important to them to follow the traditions and expectations of their family or group.



Privacy

It is important to them to have time alone.

