

# DiSCovery Tips – November 2007

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## Communicating with a High “C” Style

*Be professional and organized when entering the office of a “C”.*



The fourth and final “primary emotion” relating to behavioral style is **Conscientiousness**. Like the “s” profile, a “C” describes one who is an introvert (likes to be behind the scenes). When communicating with a “C”, one should use the following guidelines for open and effective communication:

### Do

- Use direct eye contact
- Stick to business
- Provide data and supporting details
- Be slow and precise

### Don't

- Be disorganized or messy
- Expect a quick decision
- Be personal or informal

A “C” is the most organized of all styles. They make decisions based on facts and data. A logistic, well thought out plan is the “C”’s method of success. They do not like conflict and prefer a “win-win” situation. Stay professional and show your “plan of action” when meeting with a “C” and your desired goal will be achieved.

### *...Next Month*

#### **A little Holiday fun with DiSC**

EPIC Reminder: A DiSC **demo** DVD is now available for your review. Contact our office or reply to this email and we will send one to you. We offer a \$100.00 discount off the list price of the full version DiSC DVD. Let us know if you have any questions!

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