



Personality ID

Phillip Martin

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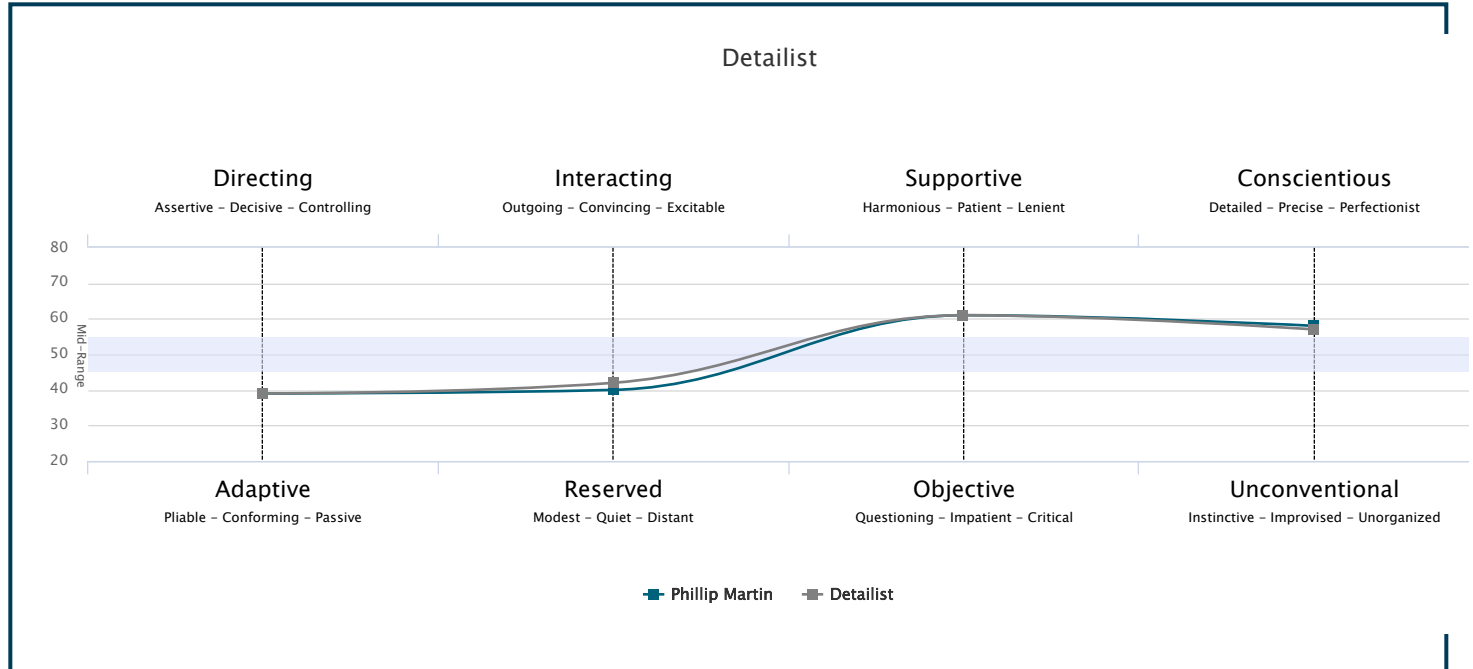
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Detailist

The natural personality profile for you is indicated by the solid line on the graph below. Note also the dotted line; it represents the Blended Profile that most nearly matches your graph. Seventeen Blended Profiles are used as the baseline for interpreting the combinations of four basic dimensions of personality. The information in this section is derived from the Detailist Blended Profile. Typically, the more closely the solid line graph matches this Blended Profile, the more accurately the information will describe your natural behavior style.



Detailists are very attentive to details often overlooked by others. As a result, they are typically very organized and self-disciplined. Others depend on them to be both dependable and accurate.

Ideal Environment

Detailists realize their highest potential with opportunities to: Meet high standards - Work with key details - Be accurate - Be free from conflict - Analyze - Organize - Be consistent - Support others - Think and process.

Typical Areas of Strength

Detailists are typically conscientious, cooperative, dependable, organized, analytical and cautious. They are highly focused and strive to surpass very high standards of precision and integrity in their approach to work.

Typical Areas of Struggle

The tendency of Detailists is to resist change and to avoid taking risks in their approach to life. They may be dogmatic about their personal performance standards and perceived by others as too sensitive, picky or indecisive.

Preferred Activities

Detailists maximize their talents by looking for situations in which they can help others by ensuring quality, standards, orderliness and compliance with regulations. They also tend to have good listening and counseling skills.

Communication Style

Detailists strive to communicate accurately and diplomatically. They do not express disagreements immediately and may withhold or downplay strongly held opinions.

Financial Management

People with scores in this range are very willing to keep the records and are quite good at budgeting and accurately recording and tracking expenses.

Budget and Financial Issues

Persons with this style are probably conservative and cautious with their resources. They tend to think of its impact on others as they make a financial decision. They take financial counsel only from sources they consider to be sound but will check out the figures personally.

Purchasing Tendencies

Persons with this style are typically meticulous shoppers, but may procrastinate purchasing to find the "best" buy. This may put them under pressure to buy at the last minute from a persuasive salesperson.