

Identifying a “High C”

Identifying a person whose behavioral style is “High C” can be easy if you know what to look for.



HIGH C CUES...

Walking

Walks slow; sees whole environment.

When obstacle is in path, uses least amount of energy by stepping out of line and then back on same path again.

Standing

Stands slightly sideways with arms folded in front or one hand on chin.

They touch their face more than any other style.

Sitting

Sits sideways in chair with legs crossed (no movement).

May rest calf of leg on the other knee.

Arms crossed in front or chin resting on one hand or covering mouth.

Observable Behaviors

- ✓ Cautious pace
- ✓ Neutral, appears distant
- ✓ Introvert
- ✓ Thinks before talking
- ✓ Analytical
- ✓ Indirect/cautious
- ✓ Precise/Accurate
- ✓ Wants details

Interact With Them:

- Keep your distance
- Firm posture, no gestures
- Direct eye contact
- Controlled, thoughtful tone of voice
- Speak slow and methodical

Words To Use:

- Here are the facts
- No risk
- Proven
- Analysis