

# Identifying a “High D”

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



## HIGH D CUES...

### Walking

Usually walks fast, head high (air of confidence); arms swinging.

Walks into people more frequently because assumes others will move out of their way.

### Standing

Usually stands with one foot in front, and weight on the front foot.

Talks with their hands using linear gestures, finger-pointing.

### Sitting

Prefers to sit with one ankle resting on the other knee.

Takes up lots of space.

Feet on desk.

## Observable Behaviors

- ✓ Fast Pace
- ✓ Animated
- ✓ Extroverted
- ✓ Blunt/Direct
- ✓ Logical
- ✓ Task-oriented
- ✓ No time for details
- ✓ Urgent

## Interact With Them:

- Strong handshake
- Direct eye contact
- Lean forward
- Strong, confident, direct tone of voice
- Speak quickly

## Words To Use:

- Win
- Results
- Now
- New