

Identifying a “High I”

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



HIGH I CUES...

Walking

Walks moderately quick; usually talking to someone else or self.

May appear to weave.

Walks into things a lot because they don't pay attention to surroundings.

Standing

Stands with feet apart and often sways to the music they hear in their head.

Either talks with their hands (circular gestures) or has both hands in their pockets.

Sitting

Sits with legs crossed and one leg bouncing up and down.

Observable Behaviors

- ✓ Fast Pace
- ✓ Animated
- ✓ Extroverted
- ✓ Shows emotions
- ✓ Empathetic
- ✓ Optimistic/Upbeat
- ✓ Talkative
- ✓ Decides quickly

Interact With Them:

- Get close
- Use touch
- Expressive gestures
- Enthusiastic, friendly tone of voice
- Speak fast, skip around topics

Words To Use:

- Fun
- I Feel
- Exciting
- Will make you look good