

Identifying a “High S”

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



HIGH S CUES...

Walking

Walks methodically; arms not swinging.

Allows plenty of time and space to walk around people or things.

Will drop head and eyes when approaching another person.

Standing

Stands very much like “D” but weight is on back foot and hand on hip.

Sitting

Favorite position is legs hooked around chair-legs, or legs crossed at ankles and stretched out or crossed under body.

Hands in lap.

Sometimes sits on their foot.

Observable Behaviors

- ✓ Cautious pace
- ✓ Neutral but warm
- ✓ Introvert
- ✓ Thinks before talking
- ✓ Good listener
- ✓ Indirect
- ✓ Wants details
- ✓ Resists change

Interact With Them:

- Be relaxed/lean back
- Small gestures
- Friendly eye contact
- Warm, steady, quiet tone of voice
- Speak slow and logical

Words To Use:

- Step-by-step
- Help me out
- Guarantee (or Promise)
- Think about it