42 Rules of Employee Engagement™:

Rule 19: Be Reliable with People Who Value Quality

Who from your team or organization might utilize the "C" style of behavior in their approach?

Team Member	Observed Behavior	My Relationship Strategy for Increasing Effectiveness

Tips for interacting with this style:

Do your homework. They will want the data/facts and to know you've done the research

Be very diplomatic should they ever make an error chances are they've already beat themselves up for the mistake

Slow down

THE TEAM APPROACH®

Give them time to think before responding

Don't put a major decision out on the table and expect a split second response. Give lead time so they can research it and think

Manage your emotions- they prefer a business like approach

Be reliable, on time, prepared and organized in your approach and thoughts

Be logical- explain your reasons with facts and data

Be prepared to hear the details. They have a need to share them

Give them deadlines and be sure to discuss strategy when deadlines are short, clarifying level of research and detail needed/not needed