



Encourager (Is)

Miguel Delcour

Organisatievereevoudiger at Miguel's Company

Miguel tends to be expressive, warm, and open when interacting with others.

INVENTIVE

OPTIMISTIC

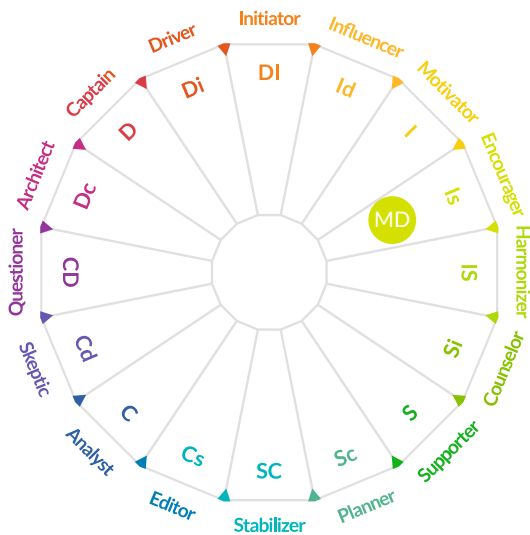
OPEN



My Personality

Map

DISC



Encourager (Is)

This profile was made via Assessment on June 5, 2025

Miguel is likely positive, open-minded, and outgoing. They may enjoy regularly meeting new people and spending a lot of time with their friends. Miguel may offer fresh ideas and creative thinking that can help reinvent the world around them.

OPTIMISTIC

OPEN-MINDED

INCLUSIVE



Personality Traits



Behavior

Seeking a personal connection in new business relationships

Solving a problem by getting insight from others

Preferring to start a project from scratch

Enjoying a story more than a list of facts



Energizers

Working closely with others

Feeling accepted

New friendships

Sharing personal stories

Drainers

Overly predictable, "safe" environments

Feeling excluded from events

Negative feedback from others

Lack of creativity in an environment

Strengths

Using verbal inspiration to motivate others

Enthusiastically entertaining those around them

Creating novel solutions to challenging problems

Showing optimism in most situations

Blind Spots

Convincing people of their ideas even when others have a more logical argument

Moving on from an idea before it is even complete

May improvise or trust gut feelings when more planning is necessary

May lose objectivity by becoming friendly and involved with others



Make a great first impression with Miguel

Speak with enthusiasm

Take time to get to know them before your pitch

Use metaphors to explain a concept

Show them what you personally like about the product



Building trust

Affirm their bright ideas

Speak with an informal tone

Talk about abstract philosophies or ideas

Make time for small-talk



Product demo

Use casual, relatable language rather than formal jargon

Try to weave in examples of how other people use certain features

Make sure they can interact with the product if possible

Involve them in the demo by actively engaging them throughout



Negotiating

Keep the conversation lively

Build friendly personal rapport before getting into business

Maintain positive momentum and energy towards an agreement

Work to get them excited about the idea



Pricing

Share pricing verbally first, then write it down

Share what their peers are paying for similar products

Explain and write out the math for them

Wait until you have already built rapport



How to drive Miguel to take action

Ask them to verbally commit to a time

Include others in the meeting if possible

Send a calendar invite immediately

Build in extra time for conversation



Following up

Focus on building the relationship, rather than short-term action

Keep your next step casual, rather than formal

Appeal to the excitement they had in the beginning

Include personal details that you picked up previously



Writing style - How to write an email to Miguel

Keep it lighthearted

Use expressive, colorful language

Include visual aids where possible

Offer something new and exciting

☰ Big Five Assessment

EXTRAVERSION

Extroversion is a measure of how outgoing, talkative, and people-oriented someone is.

89%

AGREEABLENESS

Agreeableness measures how easily a person connects with others.

94%

CONSCIENTIOUSNESS

Conscientiousness measures the thoughtfulness and organization of a person.

90%

EMOTIONAL STABILITY

Emotional Stability is a measure of how calm and stable a person is during stress.

87%

OPENNESS

Openness is the measure of how open to experience, open-minded, and imaginative an individual is.

87%



Enneagram



Enneagram Type

7: The Adventurer

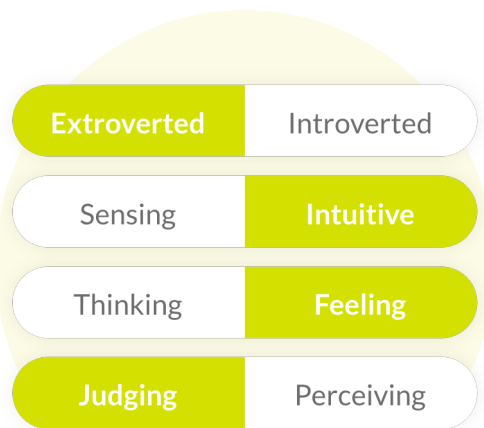
As a Type Seven, Miguel tends to be enthusiastic, adventurous, and spontaneous. Miguel is likely people-oriented and generally enjoys pursuing new relationships.

[Re-take the assessment](#)



16-Personality Types

based on types by Jung, Myers, & Briggs



Enneagram Type

ENFJ

As an ENFJ, Miguel tends to be warm, genuine, and empathetic. Miguel is generally persuasive and often helps guide people toward a better life.

[Re-take the assessment](#)



Strengths



Bravery/Courage

Miguel faces their fears and overcomes challenges and adversity; they stand up for what is right; they do not shrink in the face of pain or inner tension or turmoil.



Humor

Miguel is playful; they love to make people smile and laugh; their sense of humor helps them connect closely to others; they brighten gloomy situations with fun and/or jokes.



Leadership

Miguel positively influences those they lead; they prefer to lead than to follow; they are very good at organizing and taking charge for the collective benefit of the group.



Love of Learning

Miguel finds ways to deepen their knowledge and experiences; they look regularly for new opportunities to learn; they are passionate about building knowledge.



Social Intelligence

Miguel pays close attention to social nuances and the emotions of others; they have good insight into what makes people 'tick'; they seem to know what to say and do in any social situation.

Values



Achievement

It is important to them to challenge themselves and work hard to improve.



Concern for Others

The well-being of others is important to them .



Creativity

It is important to them to have new ideas or to create new things.



Responsibility

It is important to them to be dependable and trustworthy.



Scientific Understanding

It is important to them to use scientific principles to understand and solve problems.