



Lori Lightfoot



DISC Type: Skeptic (Cd)

PRAGMATIC - METHODICAL - SKEPTICAL

Lori tends to be an accurate, straightforward, results-focused executer who likes to eliminate uncertainty. Lori most likely has a reserved and unemotional demeanor. She is often focused on getting things done quickly, effectively, and without distraction or interruption. She may demand high standards from those around her.

Quick Tip: Respect her time and speak logically.

Potential strengths for Lori	What comes naturally to Lori
<ul style="list-style-type: none">● Directs others with clarity and precision.● Efficient and oriented towards constant improvement in performance.● Identifies specific ways to help others improve.● Communicates directly, using facts and clear language.	<ul style="list-style-type: none">● Seek evidence to support claims● Absorb information more quickly than others● Separate facts from emotions when making decisions● Value accuracy above most things
What energizes Lori	What drains Lori
<ul style="list-style-type: none">● Privacy● Detailed evidence● Creating procedures● Eliminating waste and inefficiency	<ul style="list-style-type: none">● When others do not follow through on promises● Unclear goals● Dealing with emotionally charged issues● Expressive displays of emotion

Lori loves solving complex problems. She tends to be very analytical and as a result, skeptical of unclear ideas. She often feels energized after conducting research to find and implement the right solutions.

We do not recommend saying you reviewed their projected DISC type during your interview, this is solely to help you identify their most-likely communication preferences. **To try this tool yourself, visit: SpeedUpMyJobSearch.com/DISC**



Lori Lightfoot: Communication Tips



Lori is likely very matter-of-fact, valuing data and evidence over personal experience. Address questions directly and be prepared to support any claims you make. Don't be offended if there's push back. Lori responds to the direct, assertive qualities in confident people. She will prefer to work autonomously, and may feel hindered by micro-management. Be direct, approach her confidently, and keep any extraneous chatter to a minimum.

Likes: critique - Avoids: disruption

When working with Lori

- Do your research before asking questions
- Maintain high standards for your work
- Give her space to work independently
- Process conflict logically

In a meeting with Lori

- Bring documentation and data to support your points
- Use facts and figures to maintain accuracy
- Don't discuss personal stories
- Minimize the amount of open-ended questions

When speaking to Lori

- Set clear expectations for the conversation
- Share your qualifications or expertise
- Back up your thoughts with clear data
- Stay objective rather than emotional

To convince Lori

- Ask simple "yes or no" questions
- Be honest and direct about what you're offering
- Discuss the cost breakdown
- Know why you're better than your competitors

Lori responds to the direct, assertive qualities in confident people. She will prefer to work autonomously, and may feel hindered by micro-management. Be direct, approach her confidently, and keep any extraneous chatter to a minimum.

Do this...

- Point out problems you can help solve
- Project certainty and competence
- Focus on your ability to work efficiently
- Offer to answer questions they have in writing

Don't do this...

- Make overly bold predictions for your performance
- Focus too much on your creativity
- Appear overly friendly or casual
- Spend time connecting emotionally