

# Analytical

“Let’s do it right the first time”



## Identify



### Look For

- Leaning back, upright
- Slow gestures, within silhouette
- Limited facial expressions
- Low eye contact



### Listen For

- Slower pace
- Quieter & deliberate
- Less inflection
- Pauses, questions

## Reflect

- ✓ Details, Data
- ✓ Methodical and predictable approaches
- ✓ Time to prepare and consider options

- ✗ Uncertainty, Surprises
- ✗ Subjective / incomplete information
- ✗ Feeling rushed

## Modify

### History

- Listen patiently
- Elicit questions
- Summarize frequently
- Clarify objective measures

### Exam

- Explain why you examine other areas
- Calm and deliberate
- Don't talk unless invited

### Recommendations

- Be as concrete as possible
- Provide objective evidence
- Allow them time to consider
- Address questions as they occur