

Sizing People Up



**How to Think and
Operate Like an FBI
Behavioral Analyst**

Robin Dreeke

Our Time Together:

- Background.
- Overview of personality assessment.
- Understanding behavior prediction.
- Trust vs. Predictability.
- Components and dangers of "Gut Feelings."
- The six signs to behavior prediction.
- Speed reading and congruence.
- Key takeaways.

Background... "Type A"



9/11/2001: Learn Fast or Fail



What Humans Seek and Crave:



How to Make it “About Them”:

- 1) Seek THEIR thoughts and opinions.
- 2) Talk in terms of THEIR priorities.
- 3) Validate THEIR priorities and context.
- 4) Empower THEM with choice.

Goal: Get Their Brain to Reward Them for Engaging With Me



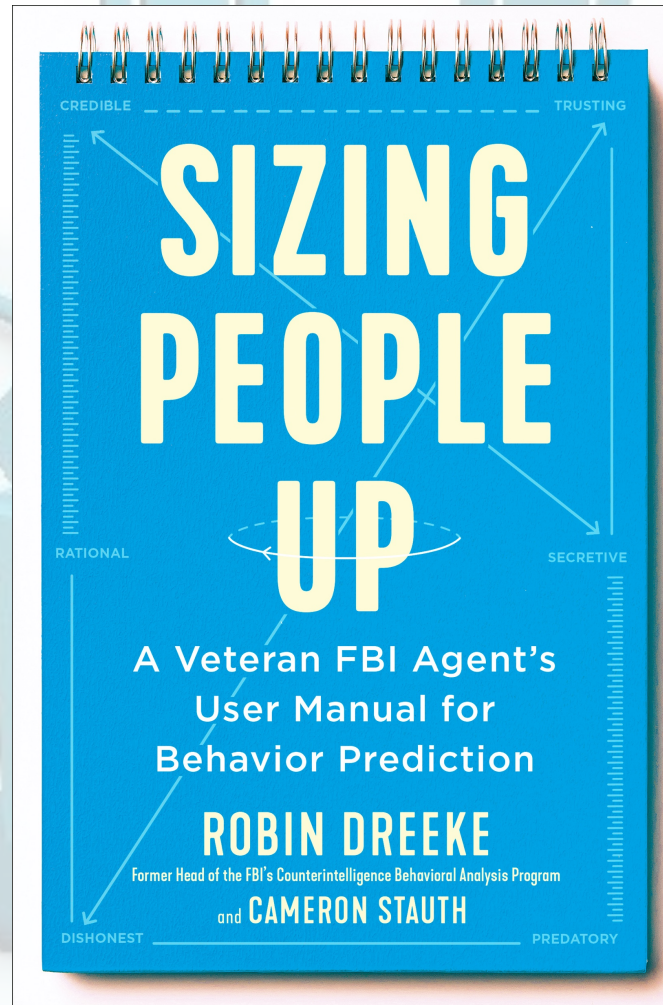
**Discover THEIR priorities
and goals.**



**Be an available resource for
them achieving them.**



Sizing People Up: Assessing Trust and “Buy In”



Trust, Predictable Behavior, Intuition:

- Predicting Behavior = Rational Cognitive Thoughts + Observations
- Intuition = Liking + Gut Feelings
- Predicting Behavior \neq Intuition

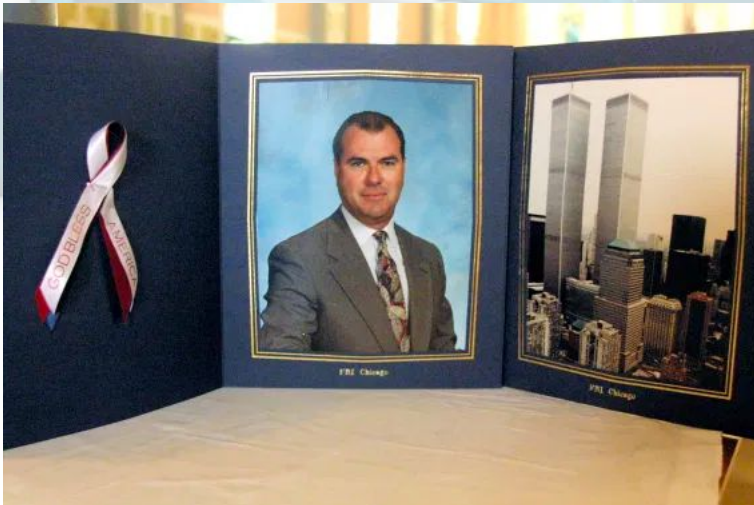
Vesting:

- They adjust to you.
- They call in favors for you.
- They share deep secrets.



Longevity:

- Ask to participate in long term goals.
- Pay attention to traditions and inclusion.
- They typically say "we" instead of "I" or "You".



Reliability: Competence and Diligence

- They speak with specifics.
- They accept responsibility.
- They are transparent with shortcomings.



Quantico Area
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Actions:

- Past patterns of key behaviors.
- They fulfill requests quickly.
- Their version of events doesn't change.
- They live up to their obligations.



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Stability:

- They are hard to scare.
- They are impeccably rational.
- They are happy with themselves.



Speed Reading and Congruence:

- Listen for the language of trust.
- Look for nonverbal congruence.
- Seeking transparency and understanding.

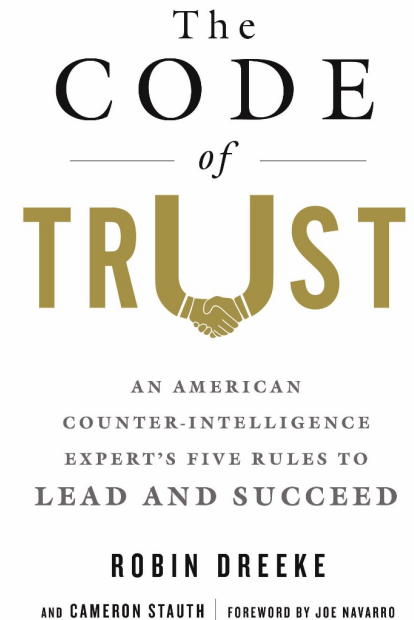
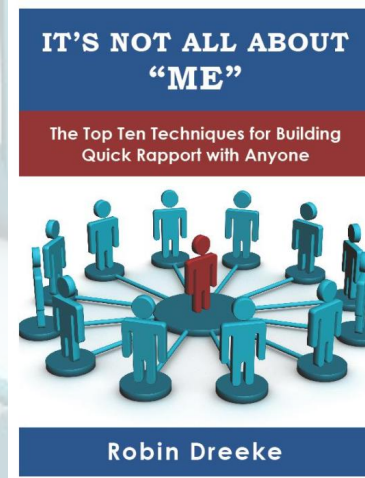
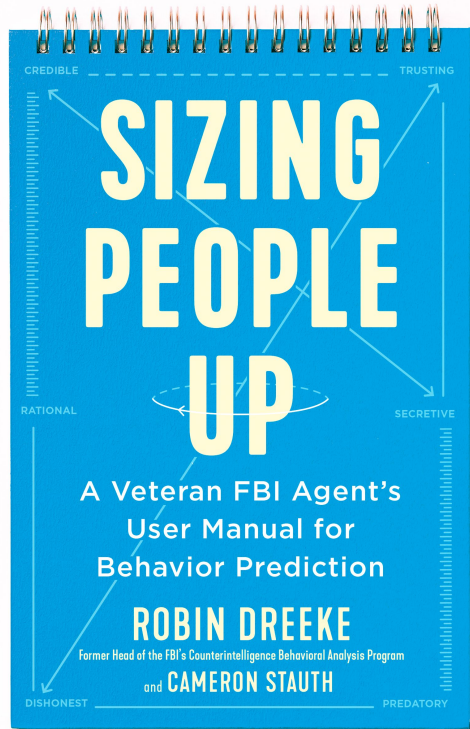


Key Takeaways:

- 1. Trust and Healthy relationships are the key to moving forward with any objective.
- 2. Demonstrating affiliation and value to others is the key to those relationships.
- 3. Sizing People Up is about predicting behavior for deeper understanding.
- Each sign is important, but not absolute.

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