Sense-making Profile Card

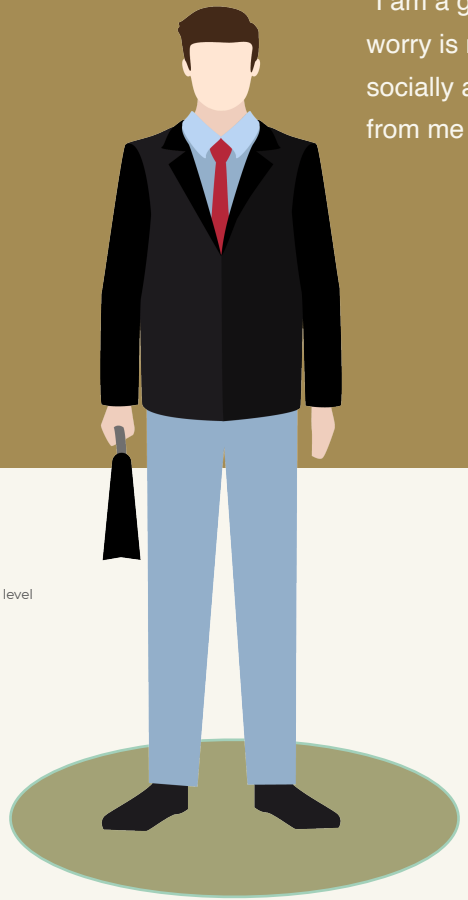
DIPLOMAT

"I am a group-centric person and my biggest worry is not belonging to a group and be socially accepted. I conform to what is expected from me and like to be loyal to the group"

SENSE-MAKING LOGICS

- Preoccupied with social acceptance and belonging
- Identifies self with with the group
- Simple notion what is 'right and wrong'
- Friendliness and social niceness highly values
- Relationships are an end in itself

Self-awareness level



BEHAVIOURAL TRAITS

- Avoids inner/outer conflicts
- Observes rules
- Loyal to group
- Conforms and pleasing others
- Appearance is important
- Enforces existing social norms
- Value material things and reputation
- Perceived feedback as disapproval

Keywords	**Fitting-in, Conforming**
Ego strength	★★★☆☆
Main focus	**Approval, socially expected behavior**
Awareness level	★☆☆☆☆
Quality	**Social glue, attentive to others' needs**
Development stage	**10%** *(conventional)*