Agent Pi vs LLMs

Humantic AI

Claude

ChatGPT

Gemini

A side-by-side evaluation of DISC personality profiling across Humantic AI and three leading Frontier Models — tested on 40 senior executives (10 CEOs, 10 CTOs, 10 COOs, 10 CLOs) from global manufacturing and technology services companies.

About This Document

A direct comparison of personality profiling between Humantic AI's Agent Pi and three leading Frontier Models — ChatGPT (GPT-4o), Claude (claude-sonnet 5), and Gemini (Gemini 1.5 Pro). The same 40 executive LinkedIn profiles were submitted to all systems using identical prompts. Results were evaluated for DISC profiling accuracy and organized into four role-based brackets: CEO, CTO, COO, and CLO.

Key Findings

Finding	Detail
Frontier Models default to title-based DISC profiling for nearly all 40 executives	Operations and engineering leaders repeatedly returned as High D / High C, chief executives as High D / High I, legal leaders as High S / High C — regardless of individual differences. They read the job title, not the person.
Remove the title — the LLM changes its answer	Gavin Cato does not list his CTO title on LinkedIn. Every Frontier Model immediately shifted his DISC profile when the title was absent. Agent Pi did not.
The Frontier Models did not even agree with each other	Run three times, the same person came back as three different types (e.g., Davy Brown: S, then D, then D/S). Agent Pi returned one stable read each time.

Part 1 — DISC Personality Profiling

The Test

40 executive LinkedIn profiles from global manufacturing and technology services companies were submitted to all three systems using the same prompt, then grouped into four role-based brackets of ten. Humantic AI results are sourced directly from the platform, built on 130+ behavioral signals per individual. Frontier Model results are from the combined DISC prompt run in June 2026.

In each bracket below, rows are sorted by the Frontier Models DISC column so that identical reads are grouped together. This makes the stereotyping pattern immediately visible: while the Frontier Models cluster on just two or three templates per role, Humantic AI returns a distinct profile for every individual.

CEO Bracket

The ten chief executives. "Humantic AI DISC" is the read from the live Agent Pi Buyer Profile (130+ behavioral signals). "Frontier Models DISC" collapses the three LLM passes (ChatGPT, Gemini, Claude) into one representative read, primary letter first, secondary second. Note how the Frontier reads cluster on D/C and D/I while Agent Pi spreads across the spectrum.

#	Name	Company	Role	Humantic AI DISC	Frontier Models DISC
1	**Doug Griffis**	Kimball Electronics	CEO	**S/C**	**D/I**
2	**Sukamal Banerjee**	Cyient / Xoriant	CEO	**C**	**D/I**
3	**Martin Migoya**	Globant	Co-founder & CEO	**S/C**	**D/I**
4	**Balazs Fejes**	EPAM Systems	CEO & President	**I**	**D/I**
5	**Revathi Advaithi**	Flex	CEO	**I/S**	**D/I**
6	**R. Adam Norwitt**	Amphenol	President & CEO	**C**	**D/C**
7	**Sandeep Kalra**	Persistent Systems	CEO & Executive Director	**D/S**	**D/C**
8	**Paulo Ruiz Sternadt**	Eaton	CEO	**D/C**	**D/C**
9	**Vimal Kapur**	Honeywell	Chairman & CEO	**D/S**	**D/C**
10	**Terrence Curtin**	TE Connectivity	CEO	**I/S/C**	**S/C**

CTO Bracket

The ten technology chiefs. Same two reads as above — Agent Pi from the live profile, Frontier Models DISC collapsed from the three LLM passes. Note how the Frontier reads cluster on D/C while Agent Pi spreads across the spectrum.

#	Name	Company	Role	Humantic AI DISC	Frontier Models DISC
1	**Sundar Kamath**	Sanmina / Bloom Energy	Former SVP & CTO / Country Head	**D/S/C**	**D/C**
2	**Praveen Ojha**	EPAM Systems	CTO	**I/D**	**D/C**
3	**Dominic Perez**	Curtiss-Wright	CTO, Defense Solutions	**D**	**S/C**
4	**Gavin Cato**	Celestica	SVP & CTO	**D**	**D/C → D/I when title removed**
5	**Josh Hollin**	Benchmark Electronics	SVP & CTO	**I**	**D/C**
6	**Peter Zornio**	Emerson	CTO	**C**	**D/C**
7	**Yuriy Yuzifovich**	GlobalLogic	CTO, AI	**D/C**	**D/I**
8	**Diego Tartara**	Globant	Global CTO	**C**	**D/I**
9	**Rachel Laycock**	Thoughtworks	EVP & CTO	**I/C**	**I/S**
10	**Davy Brown**	TE Connectivity	CTO & VP, Transportation Solutions	**D/I**	**D/S**

COO Bracket

The ten operating chiefs. Agent Pi read versus the collapsed Frontier Models read. The LLMs lean toward C and D variants for operations titles; Agent Pi separates the individuals behind the title.

#	Name	Company	Role	Humantic AI DISC	Frontier Models DISC
1	**Vishal Anand**	GlobalLogic	COO / Group VP, Americas	**C**	**C/D**
2	**Jim Tobojka**	TE Connectivity	COO & SVP, Global Operations	**D**	**I/C**
3	**Michael Gotlieb**	Emerson	VP, Strategic Business Unit Leader	**D/C**	**I/C**
4	**Amit Choudhary**	Thoughtworks	COO	**D**	**S/C**
5	**Jaideep Vijay Dhok**	Persistent Systems	SVP & GM, BFSI	**D/C**	**S/C**
6	**Ram Krishnan**	Emerson	EVP & COO	**D/S**	**D/C**
7	**James P. Walsh**	TTM Technologies	EVP & COO	**D/I**	**D/C → S/C**
8	**David Zack**	L3Harris Technologies	VP, Global Operations	**I/S**	**D/I**
9	**Andrew Priestley**	Jabil	EVP & COO	**I/C**	**D/S**
10	**Oliver Mihm**	Plexus Corp	COO	**I**	**S/C → C/D**

CLO Bracket

The ten chief legal officers. Agent Pi read versus the collapsed Frontier Models read. The LLMs default legal leaders to S/C; Agent Pi surfaces the I, D, and blended types the template misses. Four out of ten CLOs received the identical S/C label from the Frontier Models.

#	Name	Company	Role	Humantic AI DISC	Frontier Models DISC
1	**George McDonald**	Curtiss-Wright	VP, General Counsel & Corp Secretary	**I**	**C**
2	**Tom Klein**	Persistent Systems	General Counsel & SVP, Corp Development	**D/C**	**I/C**
3	**Lynleigh Richwine**	Integrated Power Services	SVP & CLO	**D/S/C**	**S/C**
4	**Doug Parker**	Celestica	CLO & Corporate Secretary	**I**	**S/C**
5	**Christoph T. Feddersen**	L3Harris Technologies	SVP, General Counsel & Corp Secretary	**S/C**	**S/C**
6	**Ramona Mateiu**	Thoughtworks	CLO & Chief Compliance Officer	**S/C**	**S/C**
7	**Edward Rockwell**	EPAM Systems	SVP, CLO & Secretary	**I**	**D/C**
8	**Lance D'Amico**	Amphenol	EVP & General Counsel	**I**	**D/C**
9	**Sangya Trivedi Reddy**	Honeywell	General Counsel, Industrial Solutions & ISC	**D/I/C**	**S/C**
10	**John Jenkins**	TE Connectivity	EVP & General Counsel	**S/C**	**S/C**

What This Shows

Across all 40 profiles, the Frontier Models pattern-matched consistently on title and company type: operations leaders tended toward High D / High C, engineering leaders toward High D / High C, chief executives toward High D / High I, and legal leaders toward High S / High C. Humantic AI, reading 130+ behavioral signals per person, returned a far wider and more individual spread.

Worse for the Frontier Models: they did not even agree with each other. Run three times on the same person, the LLMs returned three different answers: Davy Brown came back S, then D, then D/S; Terrence Curtin C, then D, then S/C; Peter Zornio D, then D, then D/C. Agent Pi returned one stable read each time. Three shallow guesses that disagree are not intelligence; they are a title lookup with variance.

Look at the contrast on three executives:

Vimal Kapur (Honeywell, CEO) — Agent Pi: D/S (Organizer). The Frontier Models collapsed to D/C, the template for any large-cap CEO. Kapur rose through the ranks over 35 years without an MBA, is described as pleasant, patient, and consensus-seeking, and weighs multiple perspectives before committing. Humantic reads the person.

Peter Zornio (Emerson, CTO) — Agent Pi: C (Questioner). Price-sensitive, not easily convinced, dislikes an overly friendly approach. The Frontier Models returned D/C, the CTO template. Humantic surfaced a value-seeking analyst who wants ROI proof, not vision.

Martin Migoya (Globant, Co-founder & CEO) — Agent Pi: S/C (Researcher). A soft communicator, perfectionist, and one of the slowest movers, convinced only by proof. Nothing like the D/I the Frontier Models assign to a founder-CEO.

The Title Test — Proof

Gavin Cato (Celestica, SVP & CTO) does not list his CTO title explicitly on LinkedIn. The Frontier Models classified him as D/I when the title was absent — switching from D/C when the title was visible. He did not change; only the visible designation changed, and the LLM changed its answer accordingly. Humantic AI returned D (Dominance — Commander) regardless, because it reads behavioral signals, not a designation. This is not DISC profiling — it is a job-title lookup.

Part 2 — Conclusion

Frontier Models provide Level 1 intelligence. They pattern-match on job title and company type. Every COO at a manufacturing company looks the same; every CTO gets High D / High C. The profile is a template, not a person, and, as the three-pass test showed, not even a stable one.

Humantic AI provides Level 2 intelligence. It reads 130+ behavioral signals from a person's actual digital footprint: writing style, content themes, career choices, community involvement, and communication patterns. The result is a profile of a human being, not a designation.

Humantic AI ensures intelligence is used. By embedding Pi profiles directly in LinkedIn and Salesforce, the intelligence is there when a seller opens a contact — no friction, no extra session, no prompt to write. Adoption happens because the product goes to the seller, not the other way around.

Appendix

DISC Prompt Used

You are a Senior Sales Psychologist and DISC Expert. Your goal is to analyze 40 executive profiles and deliver one thing for each person: a complete DISC Buyer Intelligence Profile. Prospect Data: [LinkedIn URLs of all 40 executives]. For each prospect, identify their DISC type — D (Dominance), I (Influence), S (Steadiness), C (Conscientiousness) — and present, in a table for all 40 prospects: Prospect Name | Company | DISC Label | DISC Rationale (2 sentences) | Behavioral Snapshot (2 sentences) | Tone to Use | Email Strategy | Meeting Style | Decision-Making Driver. Cover all 40 prospects. Do not skip anyone. Be specific; everything must be about the actual individual.

LLM Version Details: ChatGPT: GPT-4o · Claude: claude-sonnet 5 · Gemini: Gemini 1.5 Pro · Research date: June 2026.

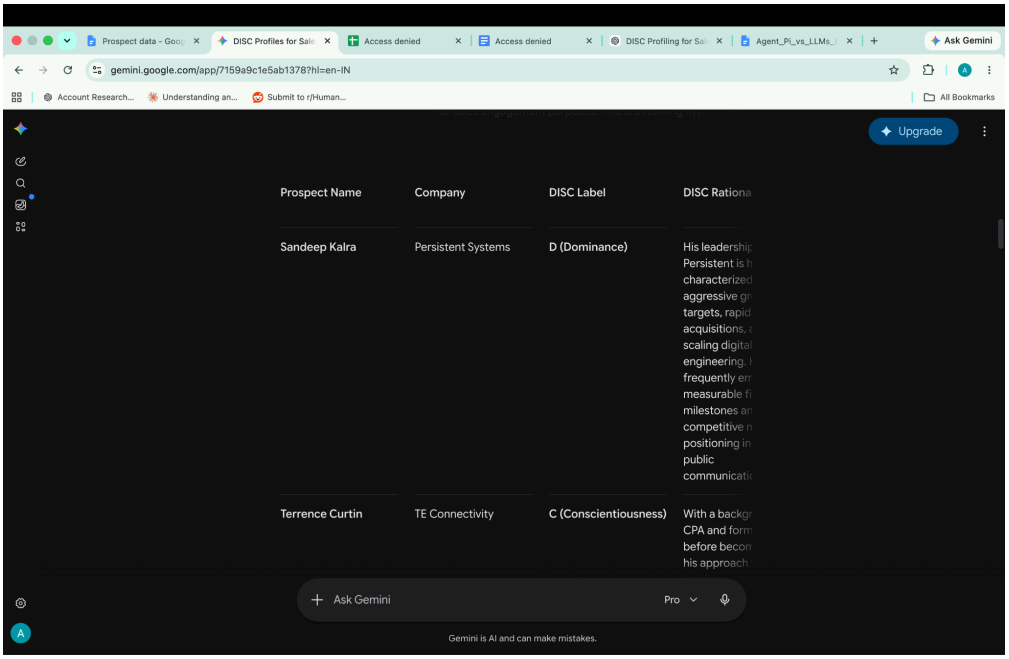
Humantic AI Output Example

1) https://humantic.ai/profile/Revathi-Advaithi-698278e1/sales

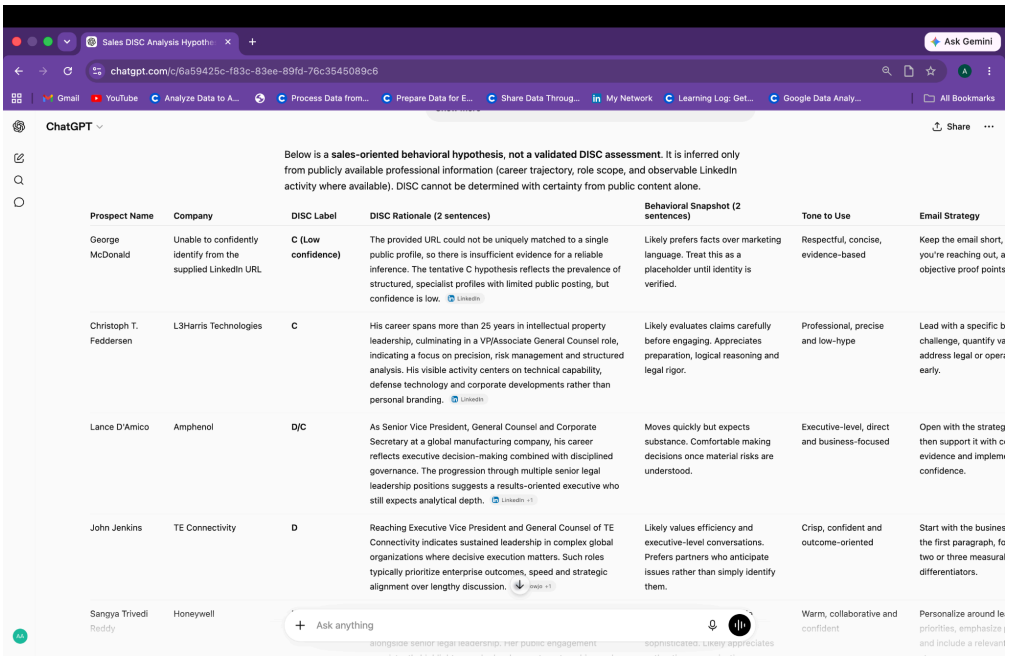
Frontier Model Outputs

Each model (Gemini, ChatGPT, Claude) was run manually with the same prompt, and results are pasted below exactly as returned — unstructured, varying in format from model to model, unlike the standardized Humantic AI output above.

Gemini Output:



ChatGPT Output:



Sales DISC Analysis Hypothe

Ask Gemini

chatgpt.com/c/6a59425c-f83c-83ee-89fd-76c3545089c6

Gmail YouTube Analyze Data to A... Process Data from... Prepare Data for E... Share Data Throug... My Network Learning Log: Get... Google Data Analy... All Bookmarks

ChatGPT

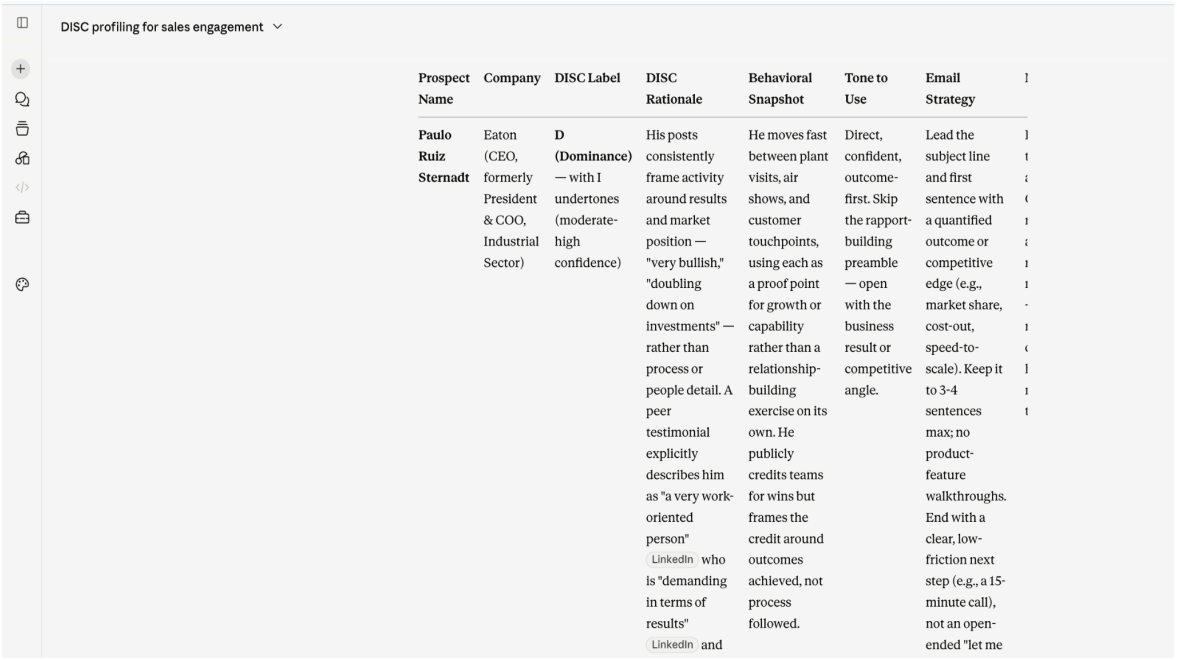
Share

Below is a **sales-oriented behavioral hypothesis, not a validated DISC assessment**. It is inferred only from publicly available professional information (career trajectory, role scope, and observable LinkedIn activity where available). DISC cannot be determined with certainty from public content alone.

Prospect Name	Company	DISC Label	DISC Rationale (2 sentences)	Behavioral Snapshot (2 sentences)	Tone to Use	Email Strategy
George McDonald	Unable to confidently identify from the supplied LinkedIn URL	**C (Low confidence)**	The provided URL could not be uniquely matched to a single public profile, so there is insufficient evidence for a reliable inference. The tentative C hypothesis reflects the prevalence of structured, specialist profiles with limited public posting, but confidence is low. LinkedIn	Likely prefers facts over marketing language. Treat this as a placeholder until identity is verified.	Respectful, concise, evidence-based	Keep the email short, you're reaching out, a objective proof points
Christoph T. Feddersen	L3Harris Technologies	**C**	His career spans more than 25 years in intellectual property leadership, culminating in a VP/Associate General Counsel role, indicating a focus on precision, risk management and structured analysis. His visible activity centers on technical capability, defense technology and corporate developments rather than personal branding. LinkedIn	Likely evaluates claims carefully before engaging. Appreciates preparation, logical reasoning and legal rigor.	Professional, precise and low-hype	Lead with a specific b challenge, quantify va address legal or opera early.
Lance D'Amico	Amphenol	**D/C**	As Senior Vice President, General Counsel and Corporate Secretary at a global manufacturing company, his career reflects executive decision-making combined with disciplined governance. The progression through multiple senior legal leadership positions suggests a results-oriented executive who still expects analytical depth. LinkedIn +1	Moves quickly but expects substance. Comfortable making decisions once material risks are understood.	Executive-level, direct and business-focused	Open with the strateg then support it with c evidence and implem confidence.
John Jenkins	TE Connectivity	**D**	Reaching Executive Vice President and General Counsel of TE Connectivity indicates sustained leadership in complex global organizations where decisive execution matters. Such roles typically prioritize enterprise outcomes, speed and strategic alignment over lengthy discussion.	Likely values efficiency and executive-level conversations. Prefers partners who anticipate issues rather than simply identify them.	Crisp, confident and outcome-oriented	Start with the busines the first paragraph, fo two or three measural differentiators.
Sangya Trivedi Reddy	Honeywell				Warm, collaborative and confident	Personalize around le priorities, emphasize and include a relevant

Ask anything

Claude Output:



DISC profiling for sales engagement

Prospect Name	Company	DISC Label	DISC Rationale	Behavioral Snapshot	Tone to Use	Email Strategy
Paulo Ruiz Sternadt	Eaton (CEO, formerly President & COO, Industrial Sector)	**D (Dominance)** — with I undertones (moderate-high confidence)	His posts consistently frame activity around results and market position — "very bullish," "doubling down on investments" — rather than process or people detail. A peer testimonial explicitly describes him as "a very work-oriented person" LinkedIn who is "demanding in terms of results" LinkedIn and	He moves fast between plant visits, air shows, and customer touchpoints, using each as a proof point for growth or capability rather than a relationship-building exercise on its own. He publicly credits teams for wins but frames the credit around outcomes achieved, not process followed.	Direct, confident, outcome-first. Skip the rapport-building preamble — open with the business result or competitive angle.	Lead the subject line and first sentence with a quantified outcome or competitive edge (e.g., market share, cost-out, speed-to-scale). Keep it to 3-4 sentences max; no product-feature walkthroughs. End with a clear, low-friction next step (e.g., a 15-minute call), not an open-ended "let me