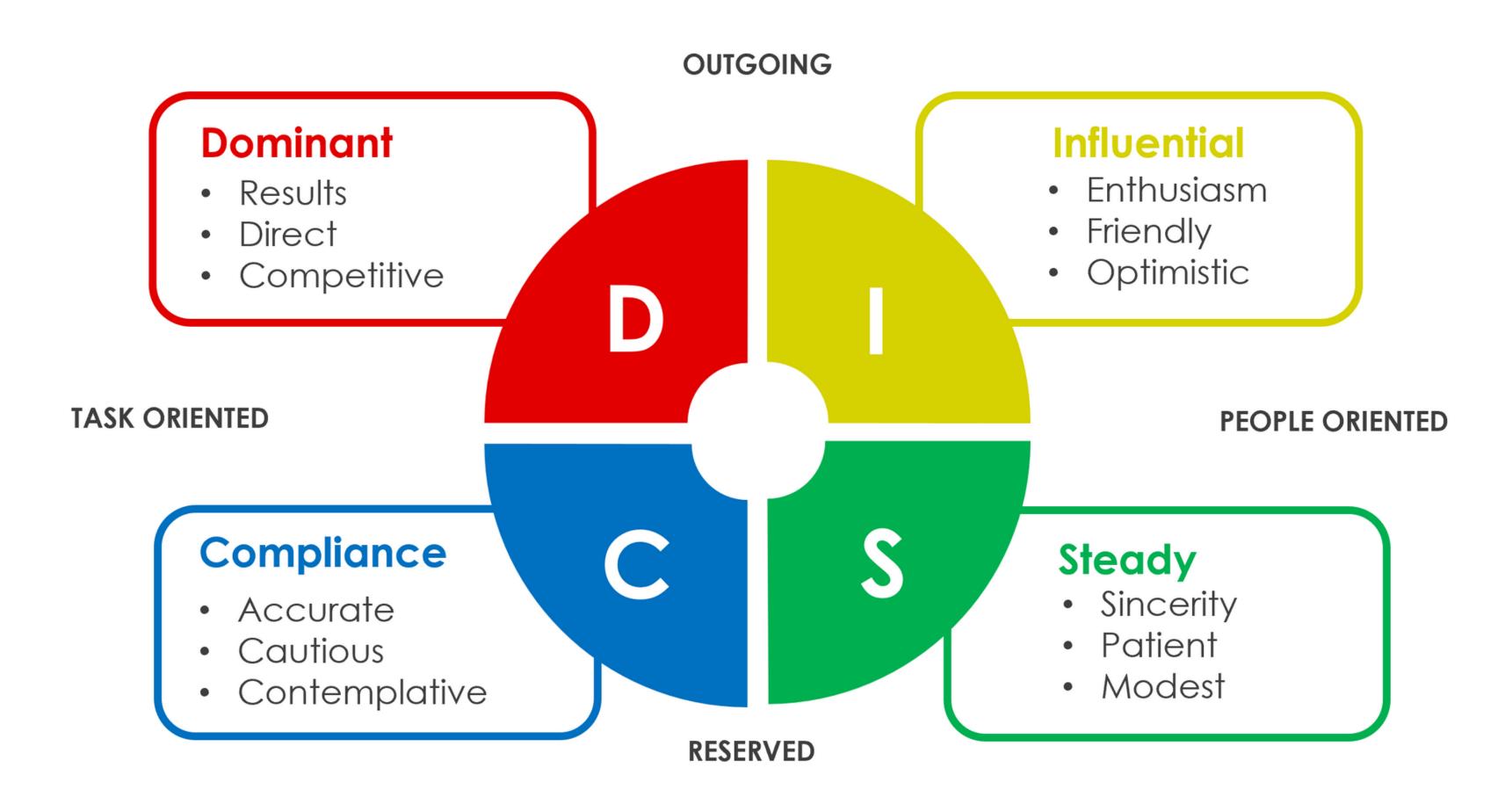
DISC Personality Profiles







Communication style is:

Straight-forward and direct

Quick to get started and in a hurry to get it done





The D style measures:

How aggressively a person responds to challenges

What they want is:

To compete against others and win





Dominant Fear:

Being taken advantage of



Influencing, Inspiring, Impulsive



Communication style is:

Verbal and persuasive

Likes to start new things but has trouble finishing





The I style measures:

A person's desire to influence or persuade others

What they want is:

To make new friends and influence other people





Dominant Fear:

Social or peer rejection





Communication style is:
Patient and diplomatic

Likes to finish one thing before starting another





The S style measures:

A person's loyalty, or desire to keep things the same

What they want is:

To feel secure and have good relationships with others





Sudden change or loss of security





Communication style is:

Precise and conscientious

Likes to have a plan before starting something new





The C style measures:

A person's desire to follow the rules or regulations

What they want is:

To follow the rules and be as close to perfect as possible





Dominant Fear:

Criticism or correction by others

DISC Communication Styles

Dominant

Directness - communicate confidently and concisely, focus on the bottom line, and be clear and to the point.

OUTGOING

Influential

Enthusiasm - communicate with energy and positivity, use stories and anecdotes to engage, and focus on building relationships.

TASK ORIENTED

PEOPLE ORIENTED

Compliance

Details - communicate with accuracy, provide clear and detailed information, and focus on the facts and data.

S

RESERVED

Steady

Support - communicate with patience and empathy, listen attentively, and be supportive and reassuring.

DISC How to Influence

DOMINANT Do it happily! Just do it! INFLUENCER CAUTIOUS Do it together! Do it right!