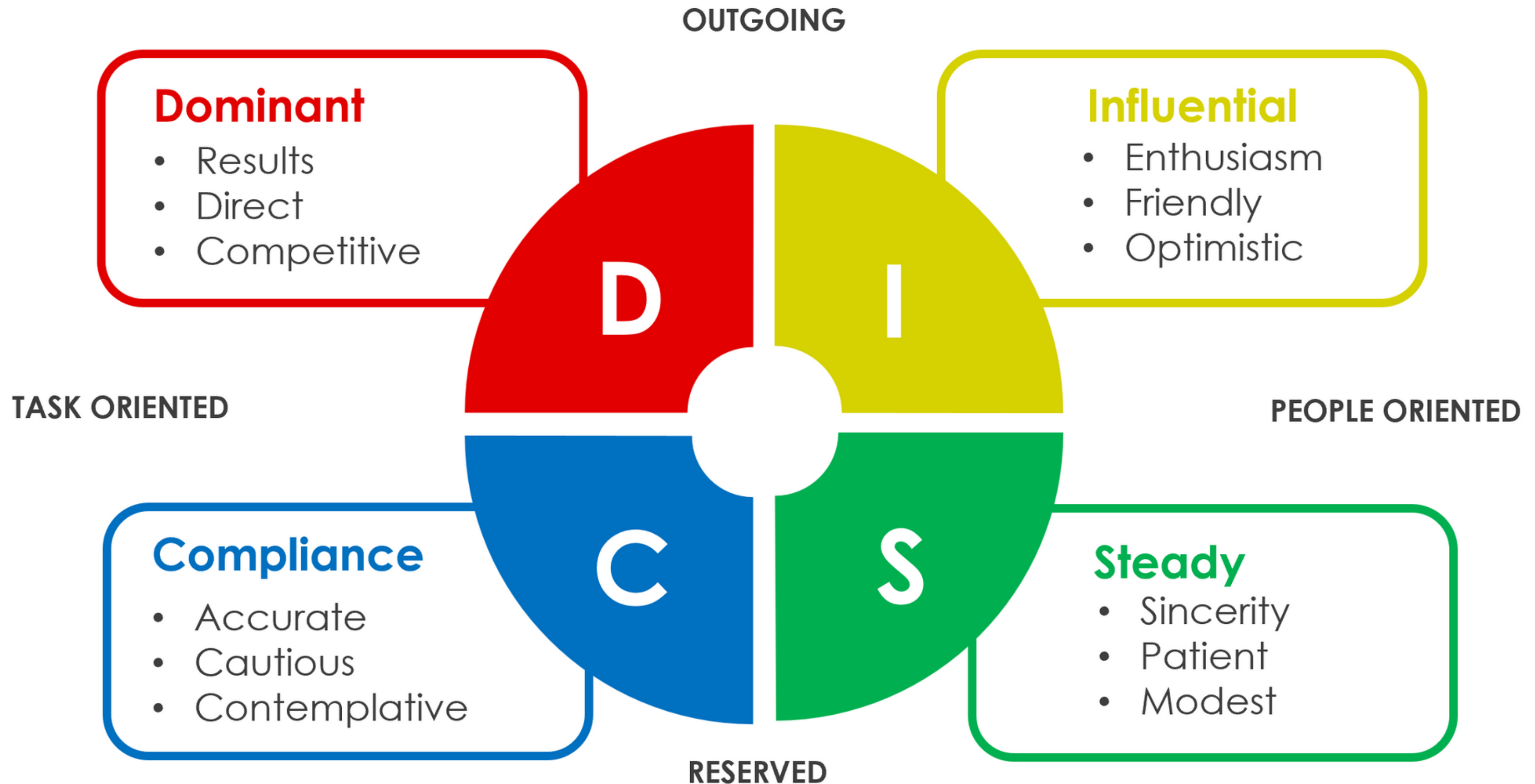


DISC Personality Profiles





*Dominant, Direct,
Decisive*



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



*Steady, Stable,
Sympathetic*



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



Dominant Fear:
Sudden change or loss
of security



*Compliant, Correct,
Conscientious*



Communication style is:
Precise and conscientious

Likes to have a plan before
starting something new



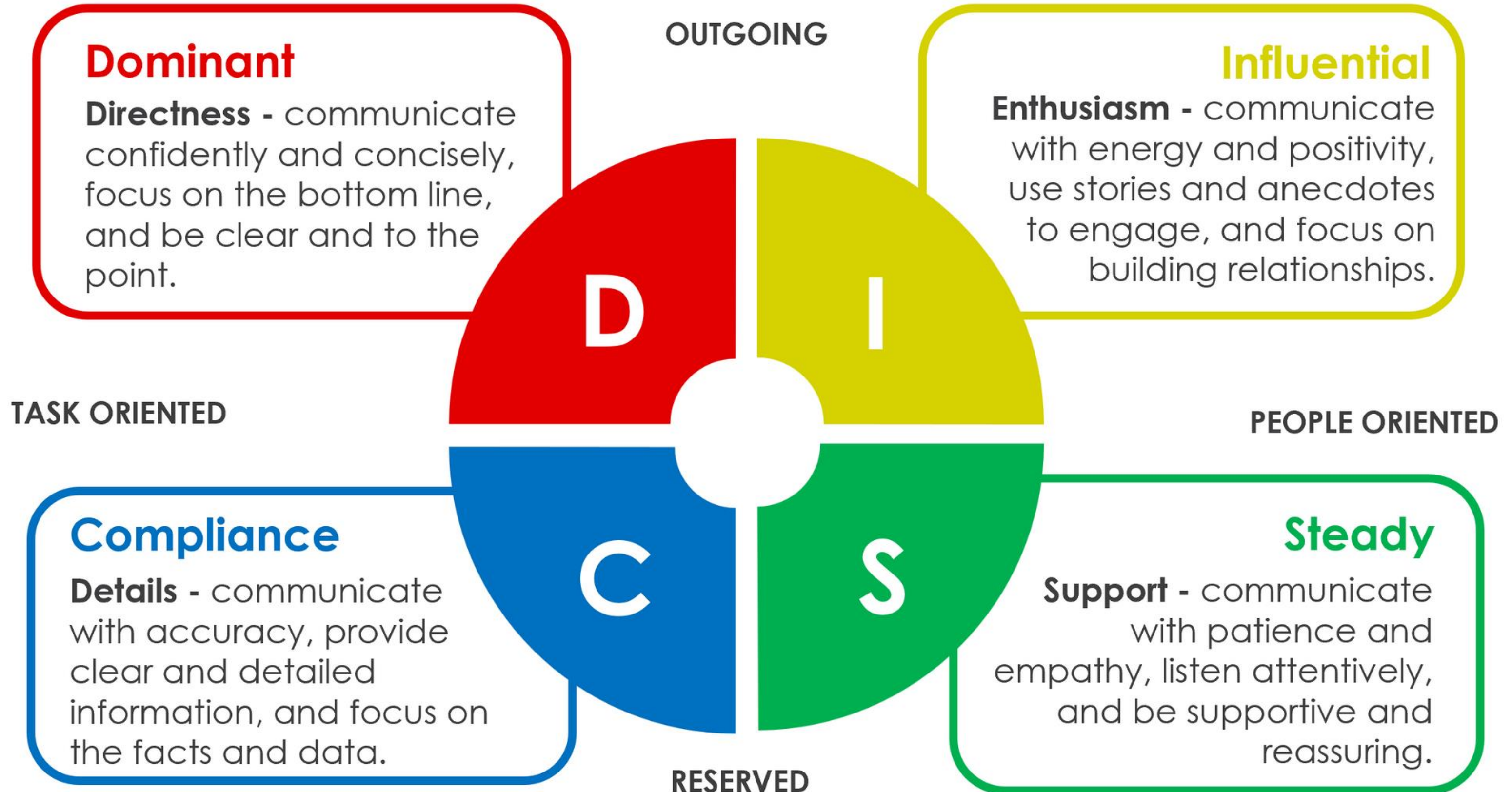
The C style measures:
A person's desire to follow
the rules or regulations

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



DISC How to Influence

DOMINANT **D**
Just do it!

Do it happily!
INFLUENCER **I**

C **CAUTIOUS**
Do it right!

Do it together!
S **STEADY**