

Do You Know Your D.I.S.C. ?



	D Decisive	I Interactive	S Stabilizing	C Cautious
Behavior	Direct-Controlling	Direct-Supporting	Indirect-Supporting	Indirect-Controlling
Pace	Faster Decisive	Faster Spontaneous	Slower Relaxed	Slower Systematic
Priority	Task Results	Relationship Interaction	Relationship Communication	Task Process
Fears	Being taken an advantage of	Loss of social Recognitions	Sudden Changes Instability	Personal Criticism of work effort
Gains security through	Control Leadership	Playfulness Others' approval	Friendship Cooperation	Preparation Thoroughness
Measures personal worth by	Impact & results	Acknowledgement Compliments	Compatibility with others	Precision Accuracy
Internal driver	The "win"	The "show"	The "Participation"	The "Process"
Appearance	Businesslike & Functional	Fashionable & Stylish	Casual & Conforming	Formal & Conservative
Workplace	Efficient, Busy Structured	Interactive, Busy Personal	Friendly, Functional Personal	Formal, Functional Structured