

DISC: Personality & Behaviour Overview

TASK

EXTROVERT

DOMINANCE:

INFLUENCE:

Focus: Focus Words: (H)	Power Driving, Competitive, Forceful, Inquisitive, Direct, Self Starter, Assertive	Focus: Focus Words: (H)	People Influential, Friendly, Persuasive, Verbal, Communicative, Positive
(L)	Mild, Indecisive, Non-demanding	(L)	Self-conscious, Serious, Reserved, Reflective, Suspicious, Probing
Communicative Style:	Telling	Communicative Style:	Sell
Managerial Style:	Autocratic	Managerial Style:	Democratic
Motivators:	Tangible Goals	Motivators:	Recognition & social inclusion
Fears:	Failure	Fears:	Rejection
Questions:	WHAT?	Questions:	WHO?
Engages:	Force of Character	Engages:	Personality
Focus: Focus Words: (H)	Policy Careful, Compliant, Precise, Logical Perfectionist Systematic, Accurate Firm, Persistent, Stubborn Independent, Strong-willed	Focus: Focus Words: (H)	Pace Dependable, Deliberate, Amiable Good Listener Kind, Persistent Mobile, Alert, Active, Eager Demonstrative, Restless.
(L)		(L)	
Communicative Style:	Write	Communicative Style:	Listen
Managerial Style:	Unpredictable	Managerial Style:	Procedural
Motivators:	Job Specification & rules	Motivators:	Job Contract & Group Inclusion
Fears:	Conflict	Fears:	Insecurity, Change
Questions:	HOW?	Questions:	WHY?
Engages:	Knowledge	Engages:	Experience

COMPLIANCE

STEADINESS

INTROVERT

PEOPLE

Notes:
