

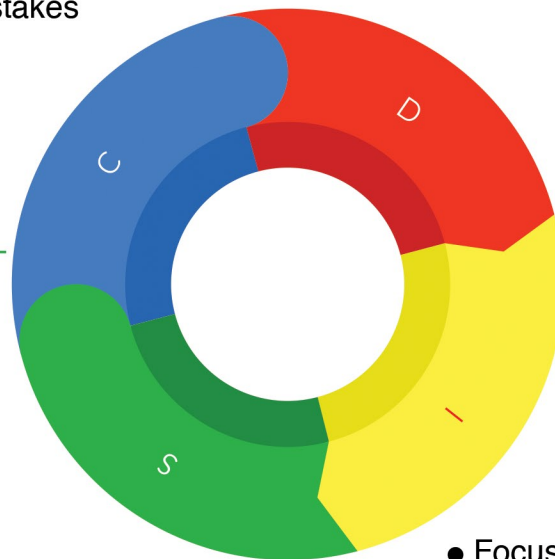
DISC Style Tendencies/Observable Behaviors

High Compliance

- Cautious Pace (S)
- Neutral, Appears Distant
- Introvert - Thinks Before Talking (S)
- Resists Change (S)
- Focuses on Tasks First (D)
- Analytical
- Wants to Get It Right
- Decides Cautiously (S)
- Precise
- Indirect (S)
- Wants Details (S)
- Accuracy
- May Be Quick to See Mistakes

High Dominance

- Fast Pace (I)
- Animated (I)
- Extrovert - Talks To Think (I)
- Embraces Change (I)
- Focuses on Tasks First (C)
- Urgent
- Wants to Win!
- Decides Quickly (I)
- Assertive
- Direct (I)
- No Time for Details
- Bottom Line
- May Be Quick To Anger



High Steadiness

- Cautious Pace (C)
- Neutral, But Warm
- Introvert - Thinks Before Talking (C)
- Resists Change (C)
- Focuses on People First (I)
- Good Listener
- Wants Limited Change
- Decides Cautiously (C)
- Amiable
- Indirect (C)
- Wants Details (C)
- Team Player
- May Be Quick to Agree

High Influence

- Fast Pace (D)
- Animated (D)
- Extrovert - Talks To Think (D)
- Embraces Change (D)
- Focuses on People First (S)
- Optimistic
- Wants to Talk
- Decides Quickly (D)
- Upbeat
- Direct (D)
- Details Are Not Fun
- Motivates Others
- May Be Quick to Change