

DiSC: Understanding Behavioral Styles

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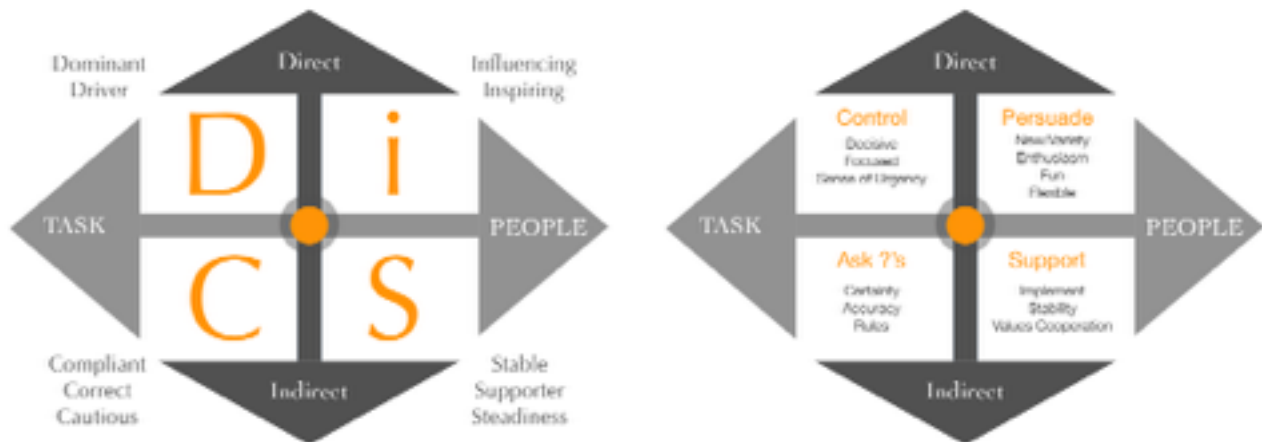
I. Recognizing and Responding to Differences

- a. The Golden Rule becomes the P_____ Rule
- b. Speaking the same L_____

II. Two Types of People

- a. T_____ People
- b. P_____ People

III. The Four DiSC Behavioral Styles



IV. DiSC Details

D D_____

Attributes:

Priority:

Seeks:

Fears:

At Best:

At Worst:

De-motivated:

i I_____

Attributes:

Priority:

Seeks:

Fears:

At Best:

At Worst:

De-motivated:

S S_____

Attributes:

Priority:

Seeks:

Fears:

At Best:

At Worst:

De-motivated:

C C_____

Attributes:

Priority:

Seeks:

Fears:

At Best:

At Worst:

De-motivated:

v. **EXERCISE:** Understanding My Style

To practice the Platinum Rule with me you should...

a. Do This...

- i. To motivate me
- ii. To encourage me

b. Limit That...

- i. To not drive me crazy

- ii. To not irritate me

Think About:

As a D,I,S or C my greatest frustration is...

My greatest pleasure comes when...

When confronted with a problem the first priority is...

What irritates me most about others is...

This style at its worst can be...

If you are my boss you can best support me by...

If I need correction I am best approached by...

The best way to communicate with me is...

The strengths I bring to the team are...

D	i
C	S

vi. **EXERCISE:** The Jump