



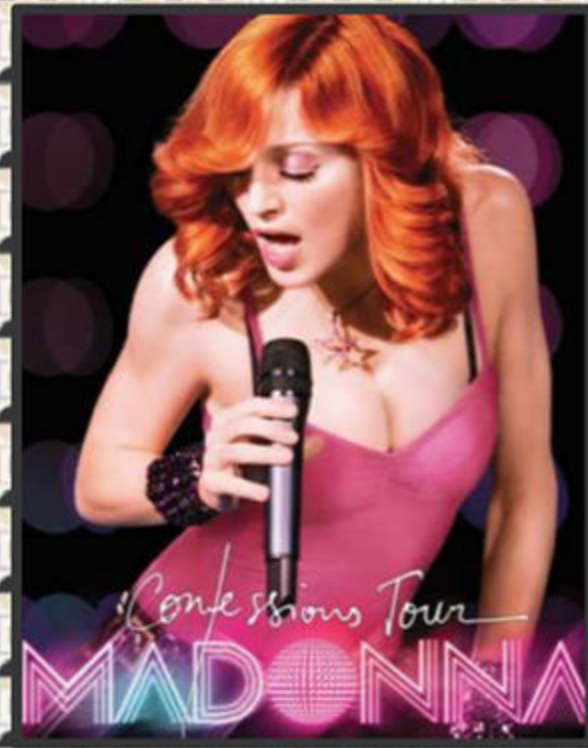
DiSC Personality Types

BASED ON THE EVERYTHING DiSC MODEL

DiSC® is a registered trademark of Wiley..



Driven
Direct
Decisive
Strong-willed
Self-confident
Daring
Determined
Fast-paced





Motivated by winning,
competition and success.

Values competency,
concrete results,
personal freedom



D styles and their priorities



DC

- Challenge
- Results
- Accuracy



D

- Results
- Action
- Challenge



Di

- Action
- Results
- Enthusiasm

D style quote

“What's the point of playing if winning isn't the goal?”

– J.D. ROBB

Communicating with a D

Give them the bottom line.

Be brief and speak up.

Focus your discussion narrowly.

Avoid making generalizations.

Refrain from repeating yourself.

Focus on solutions rather than problems.