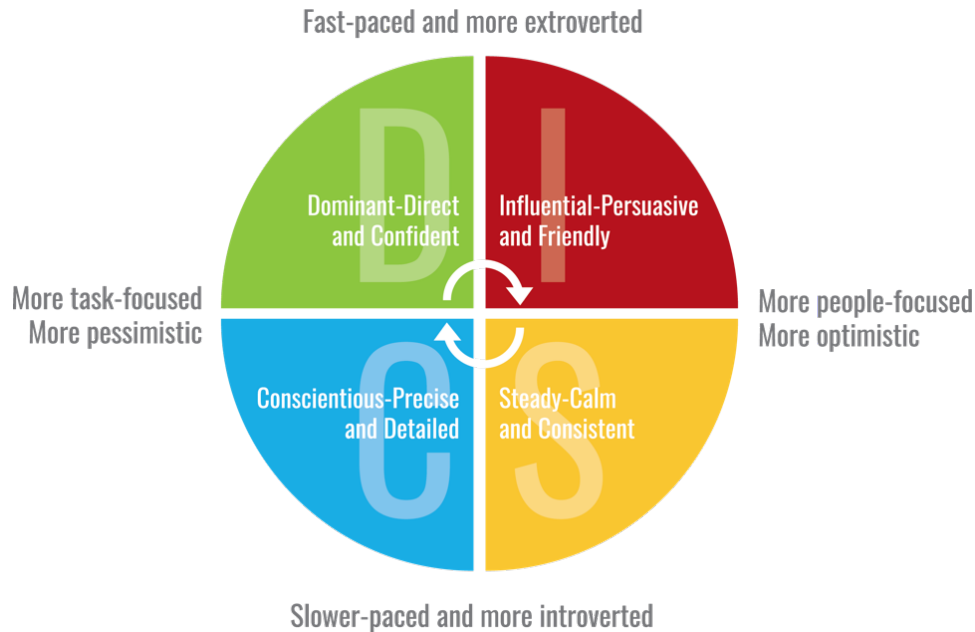




## Working with Everyone: How to Read & Support DISC Styles

Watch the behavior of the person you are “reading.” This is not an attempt to label another person, but it is an attempt to learn to understand, support and leverage their unique style strengths and challenges. Where does the person you are reading seem to fit?



	STYLE	SUPPORT
<b>D</b>	<b>Directing</b>	Courageous, outspoken Slow them down/remember the details
<b>I</b>	<b>Influencing</b>	Supportive, generous Clarify personal needs, allow support when needed
<b>S</b>	<b>Steady</b>	Reserved, quiet, kind Increase urgency/take a risk
<b>C</b>	<b>Conscientious</b>	Reserved, contemplative Realistic standards, collaboration vs. isolation