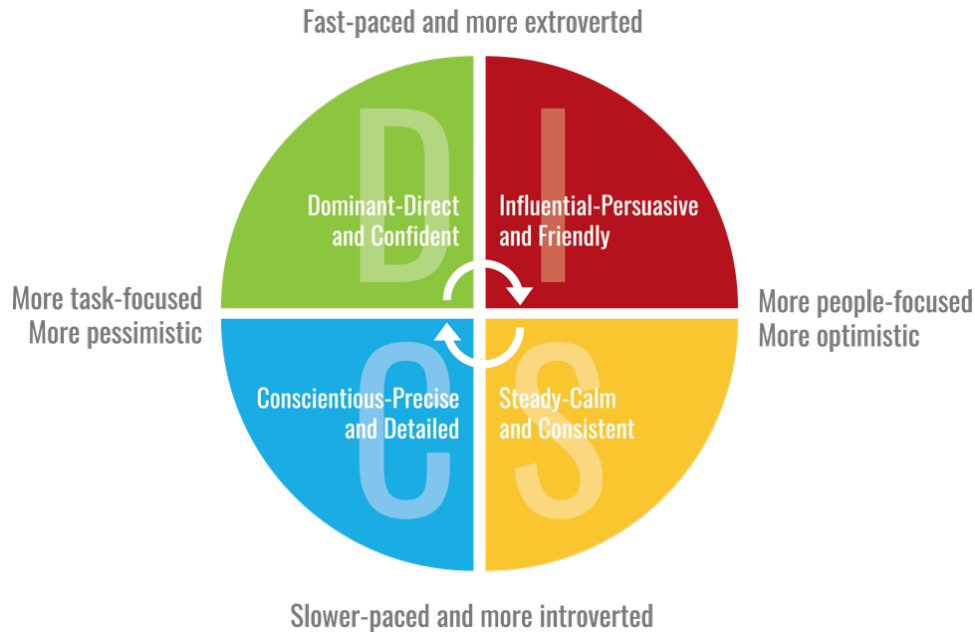




Working with Everyone: How to Read & Support DISC Styles

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