





DISC is Easy to Remember



DISC is easy to remember using letters, colors and symbols.

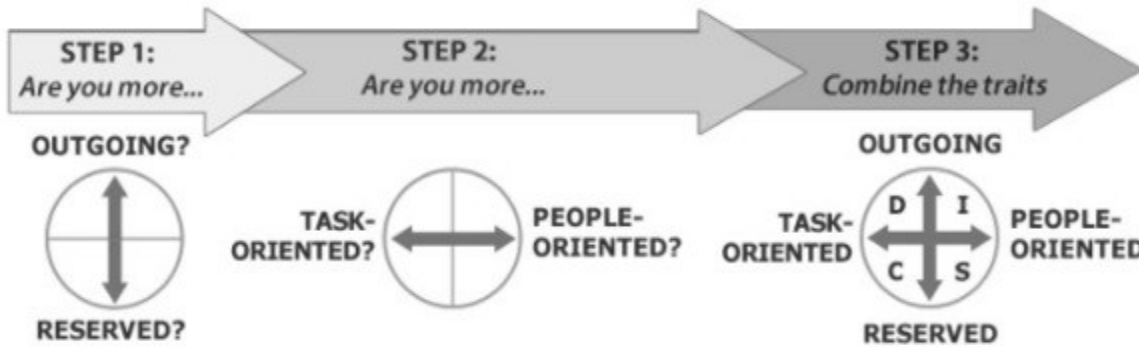
Symbol	Behavior	Key Words	Color Meaning	Symbol Meaning
	OUTGOING and TASK-ORIENTED	<ul style="list-style-type: none"> • Dominant • Direct • Demanding • Decisive • Determined • Doer 	<p>GREEN means GO - like a green light in traffic!</p> <p>They are always looking for a TASK to GO DO. They were born ready!</p>	<p>The EXCLAMATION POINT represents being emphatic!</p> <p>They like to face everything head-on!</p>
	OUTGOING and PEOPLE-ORIENTED	<ul style="list-style-type: none"> • Inspiring • Influencing • Impressionable • Interactive • Impressive • Involved 	<p>RED is highly VISIBLE and BRIGHT</p> <p>They are always easy to spot. The party begins when they show up!</p>	<p>The STAR symbol means they are the star of the show!</p> <p>They make life FUN and EXCITING!</p>
	RESERVED and PEOPLE-ORIENTED	<ul style="list-style-type: none"> • Supportive • Stable • Steady • Sweet • Status-quo • Shy 	<p>BLUE is PEACEFUL like a clear blue sky</p> <p>They like things to be calm, relaxed and peaceful. They are so nice!</p>	<p>The PLUS and MINUS represents being accommodating.</p> <p>Plus or minus, either way is okay. They like to please others!</p>
	RESERVED and TASK-ORIENTED	<ul style="list-style-type: none"> • Cautious • Calculating • Competent • Conscientious • Contemplative • Careful 	<p>YELLOW means CAUTION</p> <p>They like to approach TASKS CAREFULLY. They move through life one calculated step at a time.</p>	<p>The QUESTION MARK represents their inquisitive nature.</p> <p>They have lots of detailed questions, and they need to think things through!</p>



The "DISC" Model of Human Behavior



Barbara, we will be using a concept called the "DISC" Model of Human Behavior in this report. Each letter (D, I, S and C) represents a main personality style. The DISC model is based on the fact that most people have predictable patterns of behavior. The first pattern reflects whether a person is more OUTGOING or RESERVED. The second pattern reflects whether a person is more TASK-ORIENTED or PEOPLE-ORIENTED. The two patterns can be visualized in two circular diagrams with opposing traits and then combined into one diagram as shown below.



The circular diagram in Step 3 has four sections like a pie. Each section is a combination of two traits that can be described by the letters D, I, S and C. The main words that we use to describe each personality style are Dominant (D), Inspiring (I), Supportive (S) and Cautious (C) as shown below.



Each Person is a UNIQUE BLEND of ALL FOUR traits. Your assessment shows that your personality blend is: "S/CI." You will learn more about your "S/CI" blend in your Personality Profile Report.



Your Personality Style Blend

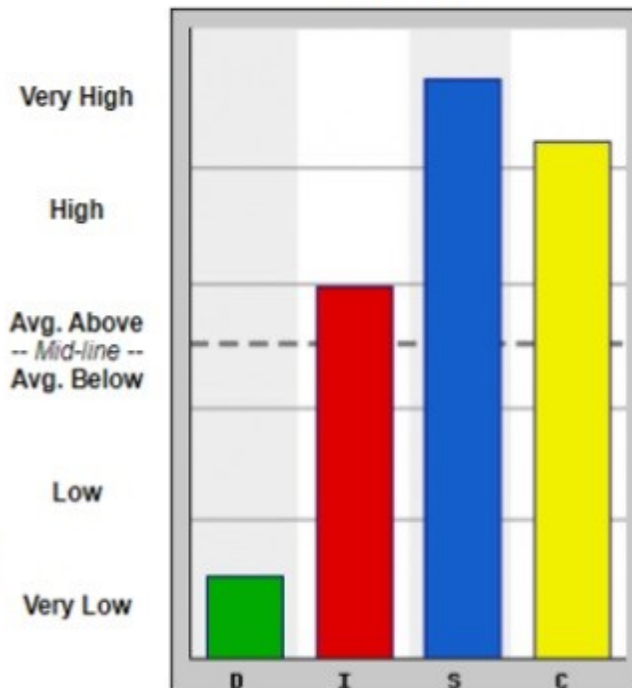


Congratulations, Barbara! Your personality style blend is S/CI. By having a SUPPORTIVE / CAUTIOUS / INSPIRING personality style, you tend to naturally be reserved yet positive when interacting with others. Your strength is your ability to sense the feelings and thoughts of others. A graph of your personality style is shown to the right.

Note: This graph represents your S/CI Style Blend. Please look in the "Graphs" section of this report to see your detailed graphs along with an explanation on how to understand your graphs.

Notice that the "S" is the highest on the chart. That means that you are very people-oriented. The Plus and Minus Sign is your symbol. You are extremely good at being supportive, being a team player and relating to others. People enjoy you. Next, in your graph, the C and I traits are above the midline. That means your C and I traits will support your primary type which is S. C or I traits are usually where you go under stress. When under stress, confronting issues leads to peace. Also, note that in your graph, the D area is below the midline. That means these are blind spots in your life. Using I traits appropriately will bring greater stability and purpose in life.

Personality Chart for
Barbara



Circle Graph for Barbara

