



SECTION ONE:

Behaviors Introduction

Read the Introduction to your Behaviors Section.

Please keep in mind BEHAVIORS (DISC) are how a person prefers to give and receive information. **It does NOT tell us how intelligent a person is, their background, experience, etc.** With an understanding of behaviors, we can make informed assumptions about how a person will behaviorally respond to different situations.

Remember there are no good or bad behavioral styles. We all behave differently for different reasons. There are situations when certain behaviors are more effective and situations when certain behaviors are more of a hindrance. **Regardless, our behavioral style should never be used as an excuse for our actions.**

The three objectives of Behaviors are:

1. Identify and appreciate your own behavioral style.
2. Identify and appreciate the behavioral style of others.
3. Learn to adapt your behaviors to create superior performance.

SECTION CONTENT

Characteristics

- Value to the Organization
- Checklist for Communicating
- Don'ts on Communicating
- Communication Tips
- Perceptions
- Descriptors
- Natural & Adapted Style
- Adapted Style
- Time Wasters
- Areas for Improvement
- Behavioral Hierarchy, Style Insights® Graphs, Success Insights® Wheel



GENERAL CHARACTERISTICS

Please read the “General Characteristics” section of your report.

From paragraph 1, list/highlight three statements that describe talents you would like others to know about you.

1. _____
2. _____
3. _____

From paragraph 2, list/highlight three statements that describe problem solving and decision-making talents you would like others to know about you.

1. _____
2. _____
3. _____

From paragraph 3, list/highlight three statements that describe communication talents you would like others to know about you.

1. _____
2. _____
3. _____



Overall are you using these talents to achieve success?

Are you using these talents more in your personal or professional life?

With whom would you like to share this information?

Example: Improved relationships, promotion, mentor

Person: _____ Benefits: _____

Person: _____ Benefits: _____

Person: _____ Benefits: _____



CHECKLIST FOR COMMUNICATING

Please read the “Checklist for Communicating” section of your report.

List/highlight 3 statements that describe the best ways to communicate with you.

1. _____
2. _____
3. _____

Identify and list some of the people with whom you would like to share this information.

1. _____
2. _____
3. _____
4. _____
5. _____

What are the benefits you will receive by sharing this information?



DON'TS ON COMMUNICATING

Please read the “Don'ts on Communicating” section of your report.

List/highlight 3 statements that describe communication problems that prevent effective communication with you.

1. _____
2. _____
3. _____

Identify and list some of the people with whom you would like to share this information.

1. _____
2. _____
3. _____
4. _____
5. _____

What are the benefits you will receive by sharing this information?



COMMUNICATION TIPS

Please read the “Communication Tips” section of your report.

For each description, list 3 people you know. Then list the things you will DO and NOT DO when communicating with each person.

Referring to the TOP RIGHT BOX, identify and list some of the people in your life who can be described as ambitious, forceful, decisive, strong-willed, independent and goal-oriented.

1. _____
2. _____
3. _____

Communication Dos:

Communication Don'ts:

Referring to the BOTTOM RIGHT BOX, identify and list some of the people in your life who can be described as magnetic, enthusiastic, friendly, demonstrative and political.

1. _____
2. _____
3. _____

Communication Dos:

Communication Don'ts:



Referring to the BOTTOM LEFT BOX, identify and list some of the people in your life who can be described as patient, predictable, reliable, steady, relaxed and modest.

1. _____
2. _____
3. _____

Communication Dos:

Communication Don'ts:

Referring the TOP LEFT BOX, identify and list some of the people in your life who can be described as dependent, neat, conservative, perfectionist, careful and compliant.

1. _____
2. _____
3. _____

Communication Dos:

Communication Don'ts:



PERCEPTIONS

Please read the “Perceptions” section of your report.

Look at the words used to describe you in “others’ perception:”

Which perception do you already know?

Which perception(s) surprise you?

Most people cannot identify with “under extreme pressure”. Do you agree or disagree?

Write down 3 friends/colleagues you trust to give you an honest opinion and get their perspective on how you may be perceived.

1. _____
2. _____
3. _____



ABSENCE OF A BEHAVIORAL FACTOR

Please read “The Absence of a Behavioral Factor” section of your report.

By understanding your low behavioral style, you can identify situations and circumstances within your environment to avoid, minimizing behavioral stress.

How do the top three bullet statements on this page align with your current work environment?

Who should know this about you?

List possible adjustments you can make in your environment to minimize behavioral stress:

The need to adapt is unavoidable at times. Referring to the bottom three bullet statements, how can making these adaptations positively impact your personal or professional life?



NATURAL & ADAPTED STYLE

Please read the “Natural and Adapted Style” section of your report.

Is your adapted style different from your natural style? If yes, why? Compare each of your D I S C scores:

What situations in your life may be causing you to adapt your style? Are they job related?



POTENTIAL BEHAVIORAL & MOTIVATIONAL STRENGTHS

Highlight the top 2 statements you agree with the most and then answer each of the following questions.

Where can you make the biggest impact?

What is the value in others knowing this about you; who should know?



POTENTIAL BEHAVIORAL & MOTIVATIONAL CONFLICT

How will your conflicts affect your goals?

What is the value in others knowing this about you; who should know?



IDEAL ENVIRONMENT

What are the most important statements, no more than three, from this section?

1. _____
2. _____
3. _____

Are these present in your current work environment? How does this impact your performance?

Where/when do you work best and with what type of people?



KEYS TO MOTIVATING

What are actual ways to keep you engaged and motivated personally or professionally.

Does your manager understand and apply these techniques with you? Explain.

If your manager started to utilize these techniques, what impact would this leave on your performance?
