PEOPLE READING

Think about someone you work with.

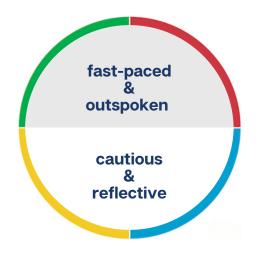


1

Consider whether this person tends to be more:



Then, consider whether this person also tends to be more:

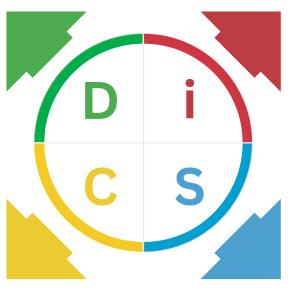




Now, combine this person's tendencies to determine his or her DiSC style.

DOMINANCE

fast-paced & outspoken questioning & skeptical



INFLUENCE

fast-paced & outspoken accepting & warm

CONSCIENTIOUSNESS

cautious & reflective questioning & skeptical

STEADINESS

cautious & reflective accepting & warm