

PEOPLE MAPPING



Think about a key colleague.

1 Consider whether this colleague tends to be more:



2 Then, consider whether this colleague also tends to be more:



3 Now, combine your colleague's tendencies to determine their **disc** style.

conscientiousness (analyzer)
cautious & reflective
questioning & skeptical



dominance (conductor)
fast-paced & outspoken
questioning & skeptical



steadiness (supporter)
cautious & reflective
accepting & warm



influence (promoter)
fast-paced & outspoken
accepting & warm

