



Comparing DISC Reports

Recommended Questions

Which DISC Report has ...

Prework to increase receptivity during training?

Company Logo spot on Cover?

Table of Contents, making it User-Friendly?

Skill Practice Worksheets so learning will increase participant's confidence?

Action Plan, so Participants are set-up for success before they leave the training?

DISC Tips, FREE automated weekly to ensure DISC learnings are reinforced?

Best ROI? Which DISC Tool gives you so much more, for so much less?

DS (The DISCself Online Report [®])	ED (Everything DISC Management Profile [®])
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Yes

No

Yes

Yes

Yes

No

Yes

No

Yes

No

Yes

No

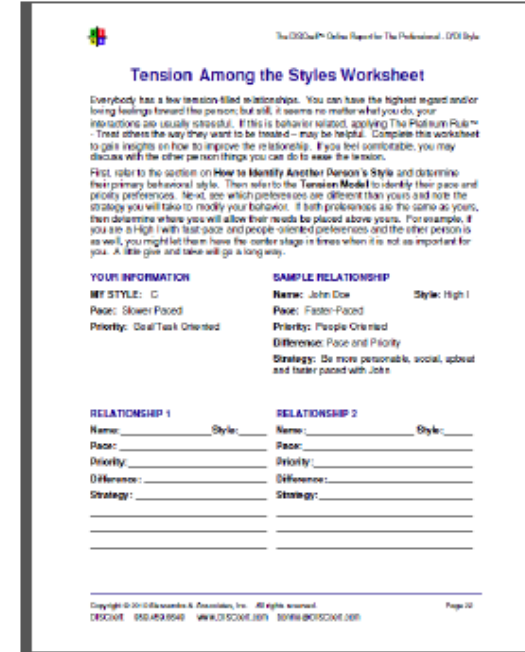
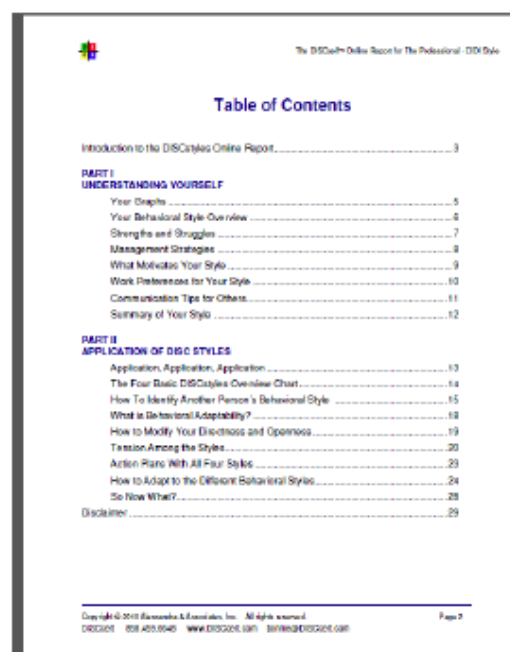
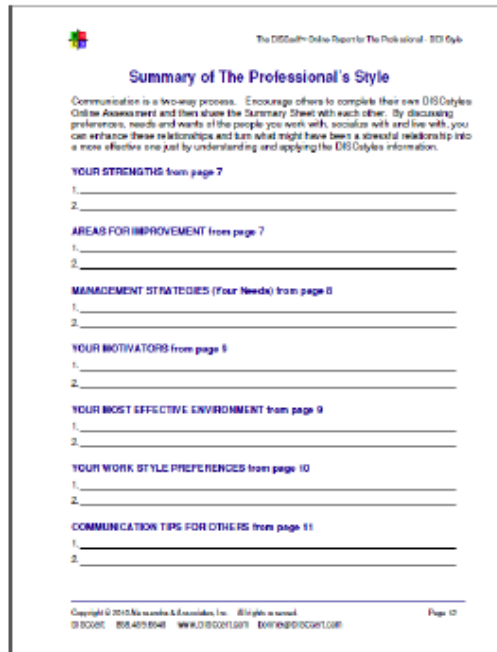
\$34**

Ranges up to \$100
(Based on Distributor)

DS
Prework

DS
Table of Contents

DS
Skill Practice Sheet





Comparing DISC Reports continued

DS Action Plan Worksheet

The DISC® Online Report for The Professional - DSI Style

Action Plans With All Four Styles...

DOMINANT STYLE		INTERACTIVE STYLE	
Characteristics:	SO YOU...	Characteristics:	So YOU...
Concerned with being #1	Show them how to win new opportunities	Concerned with control and appearance	Show them that you admit and fix their
Think logically	Display excitement	Self-motivated people and situations	Behave optimistically and provide advice sparingly
Wants facts and highlights	Provide concise data	Want to know the general expectations	Support their feelings when possible
Some "of" issues	Align on goals and boundaries that support or get out of their way	Need involvement and ongoing contact	Avoid imposed details, focus on the "big picture"
Like personal choice	Allow them to do nothing "with" limits	Like changes and innovations	Interact and participate with them
Like changes	Yield flexibly	Want others to notice THEM	Vary the routine and equaling top team position by them
Prefer to delegate	Look for opportunities to modify their workload focus	Often need help getting organized	Compliment their personality and often do it together
Want others to notice accomplishments	Compliment them on what they've done	Look for action and stimulation	Keep up a fast, lively pace
Need to be in charge	Let them take the lead when appropriate, but give them pointers	Surround themselves with optimism	Support their ideas and don't point holes in their dreams; show them your BEST OF BOTH
Tendency towards conflict	If necessary, argue with conviction on points of disagreement; backed up with facts; don't argue on a "reality" base	Want feedback that they "look good"	Mention their accomplishments, progress and your other genuine appreciation

COMPLIANT STYLE		STEADY STYLE	
Characteristics:	SO YOU...	Characteristics:	So YOU...
Concerned with appropriate approaches	Approach them in an indirect, non-threatening way	Concerned with stability	Show how your decisions make sense
Think logically	Show excitement	Think logically	Show reasoning
Seek facts	Give it to them in writing	Want documentation and facts	Provide data and proof
Need to know the process	Provide explanations and rationale	Like personal involvement	Demonstrate your interest in them
Use caution	Allow them to think, include and check before they make decisions	Need to know step-by-step sequences	Provide outline and/or detailed time instructions as you potentially walk them through
Prefer to do things themselves	When delegating, let them check before they make decisions	Want others to notice their personal progress	Compliment for the steady, slow progress
Prefer to do things themselves	When delegating, let them check on their progress and performance	Dislike conflict	Give them personal assistance
Want others to notice their accuracy	Compliment them on their thoroughness and conscientiousness when appropriate	Accommodate others	Act non-aggressively, focus on common interests and needed support
Generate toward quality control	Let them correct and be involved in the process when possible	Look for calmness and peace	Allow them to provide service or support for others
Avoid conflict	Tactfully ask for clarification and assistance you may need	Enjoy teamwork	Provide a relaxing, friendly atmosphere
Need to be right	Allow them time to find the best or "correct" answer, with available lines	Want sincere feedback that they're appreciated	Provide them with a consistent message
Like to communicate	Tell them "why" and "how"		Acknowledge their ongoing material and helpful efforts when appropriate

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DS DISC Tip Series