

DiSC Personality Types

BASED ON THE EVERYTHING DiSC MODEL

DiSC® is a registered trademark of Wiley.

discprofile

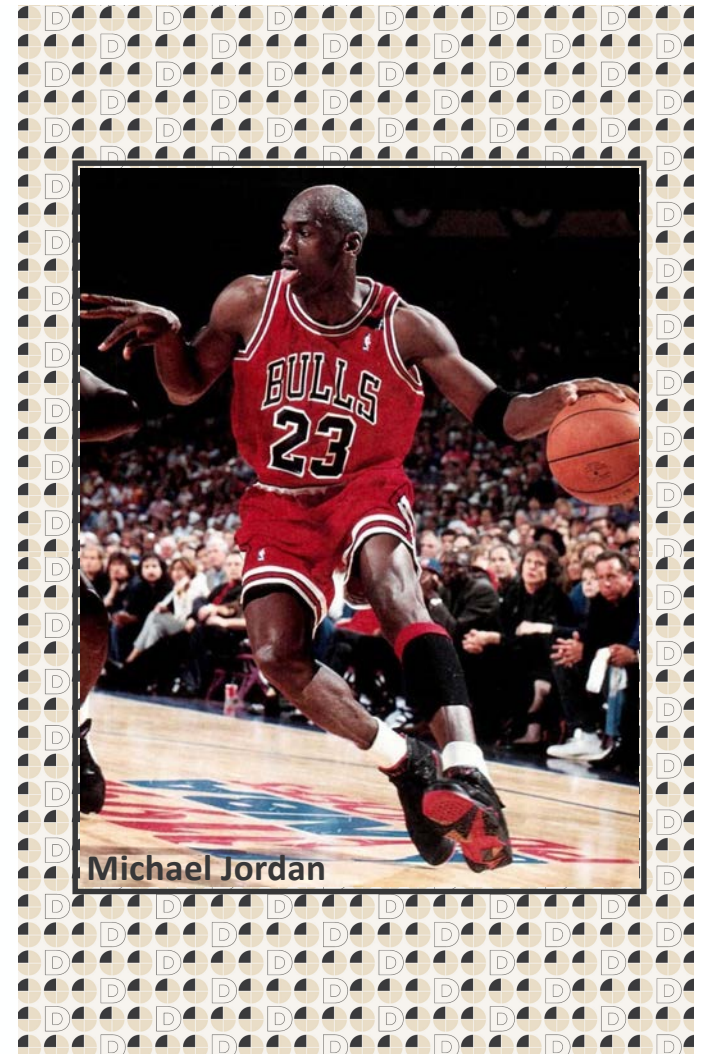
DISCPROFILE.COM

10/23/20

1



Driven
Direct
Decisive
Strong-willed
Self-confident
Daring
Determined
Fast-paced

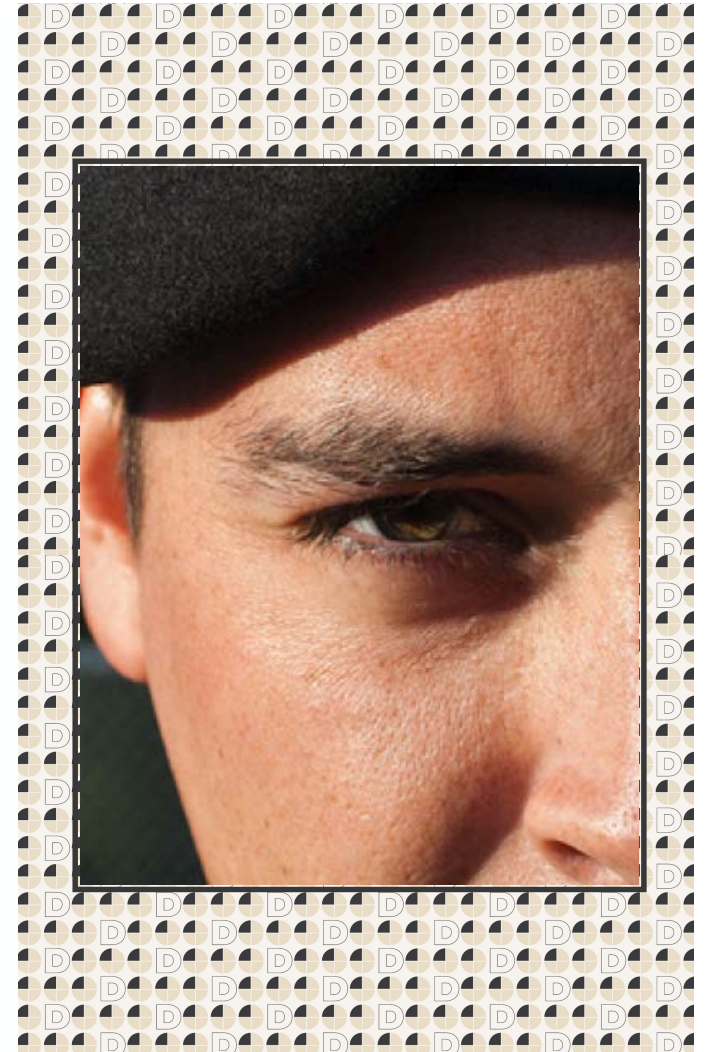


Michael Jordan

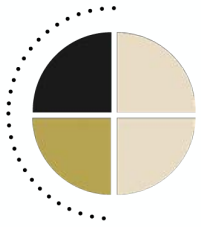


Motivated by winning,
competition and success.

Values competency,
concrete results,
personal freedom

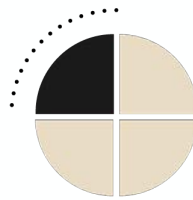


D styles and their priorities



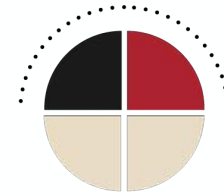
DC

- Challenge
- Results
- Accuracy



D

- Results
- Action
- Challenge



Di

- Action
- Results
- Enthusiasm

D style quote

“ What’s the point of playing if winning isn’t the goal? ”

– J.D. ROBB

Communicating with a D

Give them the bottom line.

Be brief and speak up.

Focus your discussion narrowly.

Avoid making generalizations.

Refrain from repeating yourself.

Focus on solutions rather than problems.



Charming
Collaborative
Energizing
Trusting
Enthusiastic
Impulsive
Optimistic
Persuasive

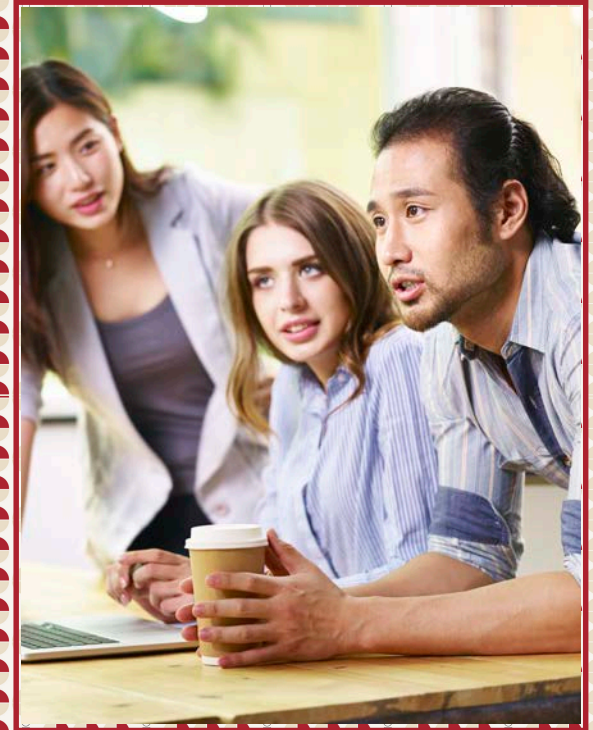


Malala Yousafzai



Motivated by social recognition, group activities, and relationships

Values coaching and counseling, freedom of expression and individuality



i styles and their priorities



iD

- Action
- Enthusiasm
- Results



i

- Enthusiasm
- Action
- Collaboration



iS

- Collaboration
- Enthusiasm
- Support

i style quote

“ Whoever is happy will
make others happy too. ”

ANNE FRANK

Communicating with i styles

Share your experiences.

Allow them time to ask questions and talk themselves.

Focus on the positives.

Avoid overloading them with details.

Don't interrupt them.



Calm
Patient
Predictable
Deliberate
Stable
Warm
Passive
Loyal



Esperanza Spalding

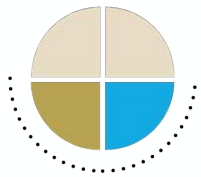


Motivated by cooperation, opportunities to help and sincere appreciation

Values loyalty, helping others, and security

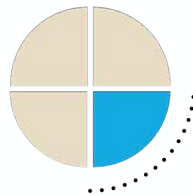


S styles and their priorities



CS

- Stability
- Support
- Accuracy



S

- Support
- Stability
- Collaboration



iS

- Collaboration
- Support
- Enthusiasm

S style quote

“ The invariable mark of wisdom is to see the miraculous in the common.”

”

RALPH WALDO EMERSON

Communicating with an S

Be personal and amiable.

Express your interest in them and what you expect from them.

Take time to provide clarification.

Be polite.

Avoid being confrontational or too aggressive.



Cautious
Systematic
Private
Objective
Analytical
Diplomatic
Accurate
Reserved



Esther Duflo, economist

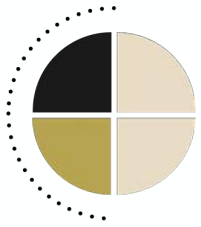


Motivated by opportunities to gain knowledge, showing their expertise, and quality work.

Values quality and accuracy.

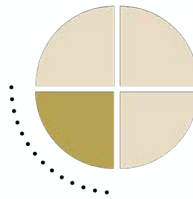


C styles and their priorities



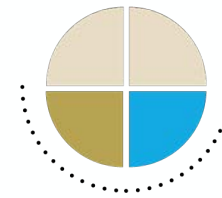
CD

- Challenge
- Accuracy
- Results



C

- Accuracy
- Stability
- Challenge



CS

- Stability
- Accuracy
- Support

C style quote

“ It takes less time to do a thing right than to explain why you did it wrong.”

”

HENRY WADSWORTH LONGFELLOW

Communicating with a C

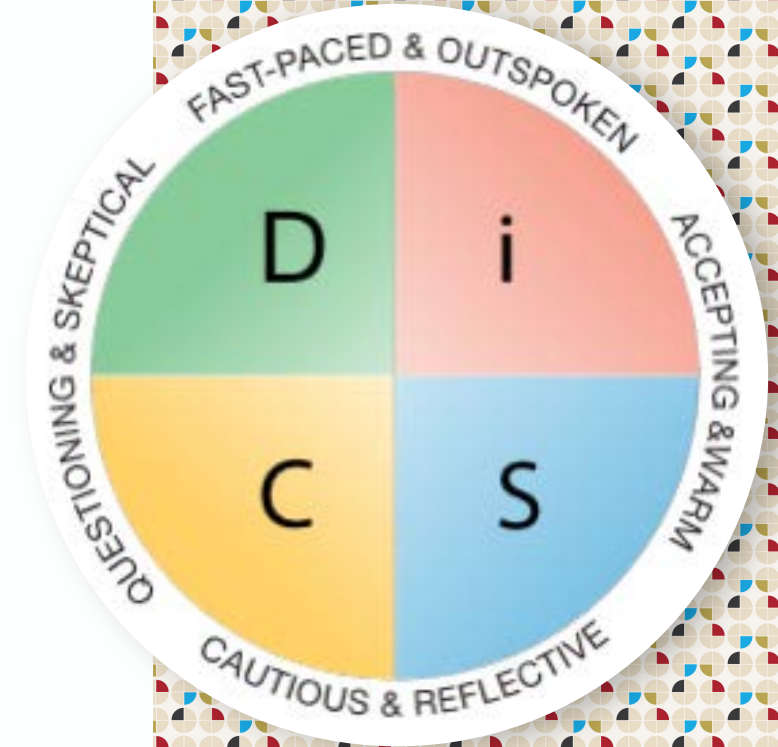
Focus on facts and details.

Minimize "pep talk" or emotional language.

Be patient, persistent, and diplomatic.

Reminders

All DiSC styles are equally valuable.
Everyone is a blend of all four styles.
People can adapt their styles to fit particular situations or environments.



Learn More

Visit our website: <https://www.discprofile.com/>

Suggest pins for our [Pinterest](#) site.

Follow us on [Twitter](#), [Facebook](#), and [LinkedIn](#).

Join our [DiSC Profile Facilitators & Coaches](#) Google+ community.

