THE MODEL OF HUMAN BEHAVIOUR

What is your style?

- Outgoing: fast paced, optimistic, energetic, involved, positive, enthusiastic, active
- Reserved: slower paced, cautious, concerned, reluctant, critical thinking, passive, discerning
- Task Oriented: high tech form, function, program, plans, projects, process
- People Oriented: high touch relationships, caring, sharing, emotions, feelings, friendships

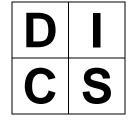
Understanding people using the DISC Behaviour Model:

D TYPE - Driver - outgoing, task oriented

I TYPE – Influencer – outgoing, people oriented

C TYPE - Critical Thinker - reserved, task oriented

S TYPE - Supporter - reserved, people oriented



• The types are not designed to pigeonhole, label or categorize, but to understand each person's style so you can build better communication and relationships.

Whatever trait you have the least of, is where your success will be found!

- The S's need the D's to keep them focused and make things happen
- The D's need the S's or they'll have no friends
- The I's need the C's to keep them organized and focused to get things done
- The C's need the I's or they'll have no fun

Some traits for each personality type:

D - dominant, demanding, decisive, determined, doers, difficulties as challenges

I – inspiring, influencing, impressive, interactive, interested, impressionable, illogical

C - cautious, competent, consistent, correct, calculating, critical thinkers, compliant

S - sweet, steady, secure, shy, sentimental (packrats), servant hearts, suckers

More information on each personality type:

D – Dominant

- Outlook on life likes to lead or be in charge
- Focus get the job done, just do it! Overcome opposition and achieve your goals.
- Ideal Environment upbeat, fast, powerful
- Basic Need challenge, control, choice
- Ideal Job manager, department head (anything that uses your leadership skills)

I – Inspirational

- Outlook on Life likes to persuade people to their way of thinking
- Focus I am for you! We can have fun and if we all pull in the same direction our success will be guaranteed.
- Ideal Environment fun, friendly, exciting
- Basic Needs recognition, approval, popularity
- Ideal Job sales person, public relations officer (anything that requires networking and dealing with people in a face paced environment)

C – Cautious

- Outlook on Life likes consistent quality and excellence
- Focus Anything worth doing is worth doing correctly. We can provide quality goods and services through careful and conscientious work.
- Ideal Environment structured with procedures, accuracy, quality
- Basic Needs quality answers, value, excellence
- Ideal Job accountant, programmer (anything that requires rigorous analysis and independent work)

S - Supportive

- Outlook on Life like to provide necessary support to help complete the job
- Focus All for one and one for all! If we all work together, we make a great team! All of us are better than one of us!
- Ideal Environment predictable, stable, harmonious
- Basic Needs appreciation, security, affirmation
- Ideal Job human resources, business process specialist (anything that uses your relational skills and detail to law and order)

"We need to learn to say the same thing in a different way"