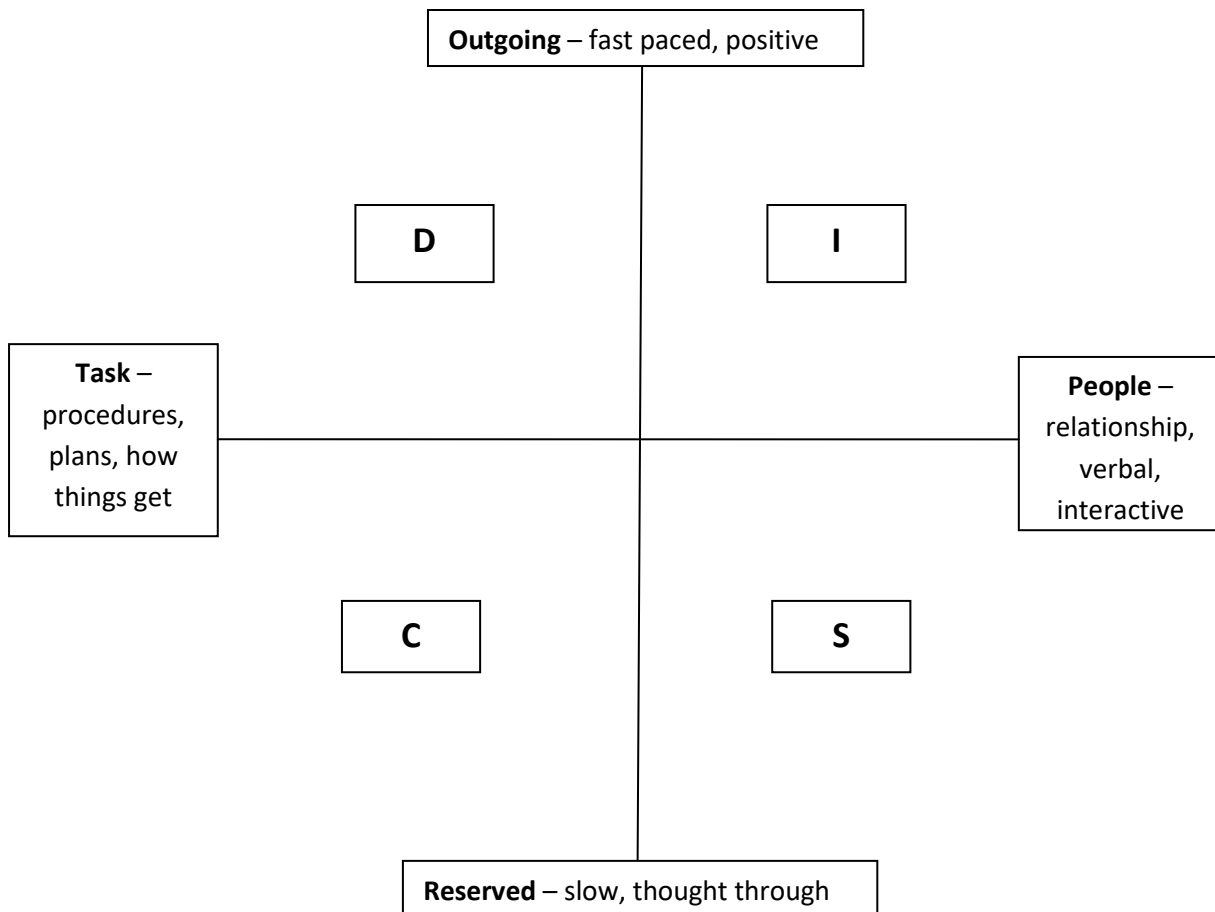




## DISC Personality Profiling





**D = Dominance, I = Influence, S = Steadiness, C = Compliance**

## Main Characteristics

<p><b>D – Get it done, deal with it and put it behind them</b></p> <ul style="list-style-type: none"><li>• Determined</li><li>• Direct</li><li>• Dominant</li><li>• Fast-paced</li><li>• Big picture</li><li>• Results driven</li><li>• Not afraid of confrontation</li><li>• Self-confident</li><li>• Dislike detail</li><li>• Like to be in charge</li><li>• Can lack patience</li></ul>	<p><b>I – Life and soul of the party</b></p> <ul style="list-style-type: none"><li>• Inspirational</li><li>• Influential</li><li>• Lacks follow through</li><li>• Chatty and Friendly</li><li>• Over commit/Often late</li><li>• Creative</li><li>• Full of ideas</li><li>• Fun</li><li>• Enthusiastic</li><li>• Talk don't always listen</li><li>• Can be impulsive</li></ul>
<p><b>C – 'If you are going to do it, do it right'</b></p> <ul style="list-style-type: none"><li>• Conscientious</li><li>• Careful</li><li>• Perfectionist – can lead to paralysis of analysis</li><li>• Like procedures</li><li>• Detail orientated</li><li>• Cautious</li><li>• Like lots of information</li><li>• Systematic</li><li>• Diplomatic</li><li>• Accurate</li></ul>	<p><b>S – 'If it ain't broke don't fix it'</b></p> <ul style="list-style-type: none"><li>• Team player</li><li>• Good listener</li><li>• Sensitive</li><li>• Supportive</li><li>• Puts others needs before own and finds it hard to say no</li><li>• Dislike change</li><li>• Calm</li><li>• Completer finishers</li><li>• Want everyone to get along</li><li>• Consistent</li></ul>