

DISC Tug of War

Experiencing differences in communication styles may sometimes make you feel like you're playing a game of tug of war. This struggle stems from the dichotomy between how you perceive your behavior, and how it is perceived by someone with a different behavioral style. You may not think about how your actions are interpreted by others because you know the intentions behind them. However, if someone doesn't know your intentions, then this may lead to misunderstanding and conflict. Harnessing the power of the DISC Behavioral Model helps you realize the effect that you have on others, and how you may be seen by someone with a different style.

COMPLIANCE: How you respond to rules and procedures

High C's SEEK Rules and Procedures

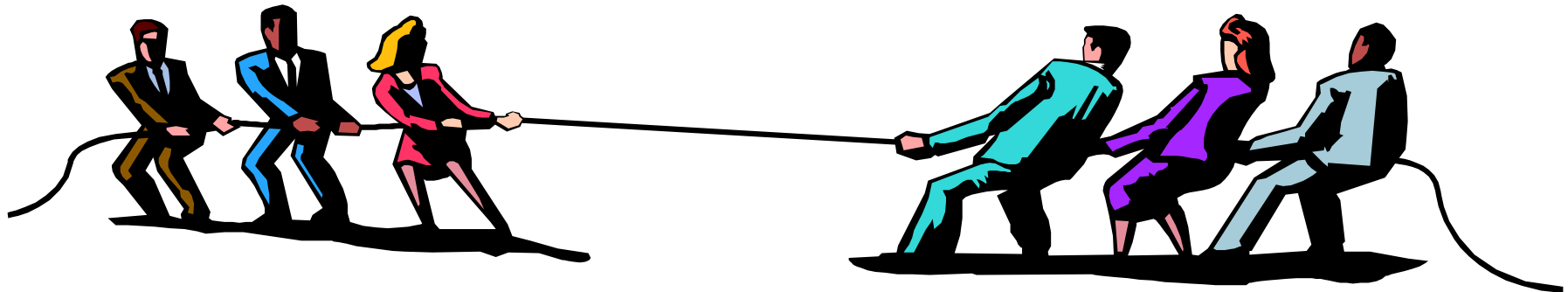
High C's Self Perception

- Prudent
- Careful
- Accurate
- Precise
- Analytical
- Organized
- Procedural
- Conventional

Low C's AVOID Rules and Procedures

Low C's Self Perception

- Open-minded
- Resourceful
- Innovative
- Entrepreneurial
- Enterprising
- Big-picture thinker
- Independent/Autonomous
- Original



Other's Perception of High C's

- Critical
- Hard to please
- Strict
- Rigid
- Worried
- Nervous
- Stickler for details
- Overly analytical

Other's Perception of Low C's

- Rebellious
- Uninhibited
- Carefree
- Reckless/Inconsiderate
- Imprecise
- Scattered
- Disorganized
- Unruly

Do you know your DISC Style? Contact us for your personalized Managing For Success® Assessments.