

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.

INFLUENCING: How you respond to people

High I's SEEK People Interaction

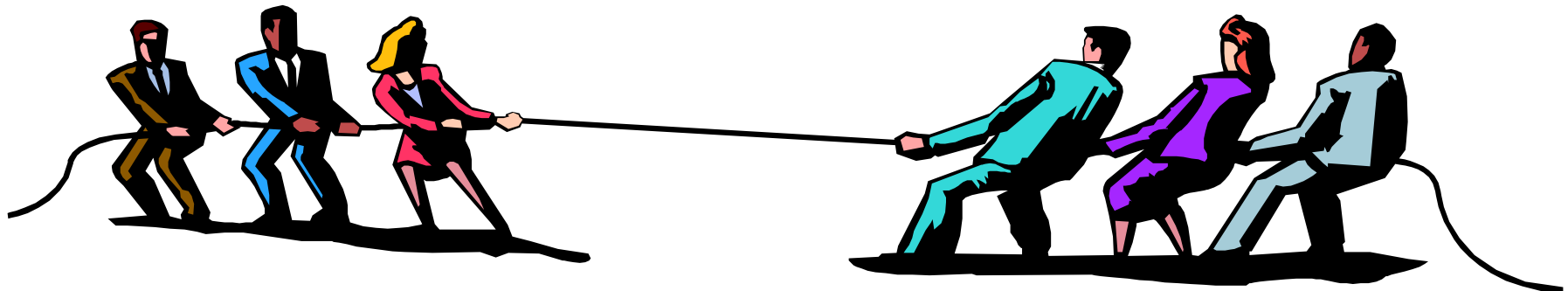
High I's Self Perception

- Optimistic
- Positive
- Enthusiastic
- Inspiring
- Excited/Energetic
- Charismatic
- Outgoing
- Persuasive/Convincing

Low I's AVOID People Interaction

Low I's Self Perception

- Realistic
- Factual
- Concise
- Focused
- Objective
- Controlled
- Candid/Straightforward
- Private/Guarded



Other's Perception of High I's

- Unrealistic
- Flighty
- Chatty
- Verbose
- Overly enthusiastic
- Slick
- Disingenuous
- Too self-confident

Other's Perception of Low I's

- Pessimistic
- Negative
- Suspicious
- Skeptical
- Boring
- Passive
- Cold
- Withdrawn

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