

DiSC SUMMARY

| | GREEN | RED | YELLOW | BLUE |
|-------------------------------|---|---|--|---|
| STYLE | DOMINANCE | INFLUENCE | STEADY | CONSCIENTIOUS |
| Basic Tendencies | Fast Paced Task-oriented | Fast Paced People-oriented | Slower Paced People-oriented | Slower Paced Task-oriented |
| Greatest Strengths | Decisive Action Takes Charge Gets Results Self-confident Independent Risk taker | Fun-loving Involved Enthusiastic Emotional Optimistic Good communication | Patient Easy Going Team Player Supportive Friendly Stable Systematic | Accurate Analytical Detailed High Standards Intuitive Controlled |
| Natural Limitations | Impatient Stubborn Blunt | Disorganized Not Detail-oriented Unrealistic | Indecisive Over accommodating Passive | Critical Perfectionist Overly sensitive |
| Communication | One Way Direct “Bottom Line” | Positive Inspiring Persuasive | Two Way Best Listener Empathetic Feedback | Diplomatic Good Listener Provides Details |
| Fears | Being Taken Advantage of | Loss of Social Approval | Loss of Security Fear of conflict | Criticism of their Work or performance |
| Time Frame | NOW | FUTURE | PRESENT | PAST |
| Love Language | Admiration | Acceptance | Appreciation | Affirmation |
| Under Pressure | Autocratic Aggressive Demanding | Attacks (but may avoid public confrontation) | Acquiesces Tolerates Complies | Avoids Ignores Plans Strategy |
| Money Viewed As a Means Of | Power | Freedom | Showing Love | Insuring Security |
| Decision Making | Quick: Result-Focused Very Few Facts | Impulsive: Whether It Feels right | Relational: Based on Trust of Others | Reluctant: Needs a Lot of Information |
| Greatest Needs | Challenges Change Choices Direct Answers | Fun Activities Special Recognition Freedom from details | Status Quo Stability, Appreciation, Time to Adjust Conflict Free | Time to Do Quality Work Personal Support No Surprises |
| Recovery | Physical Activity | Social Time | Nothing Time | Private Time |

Charles F. Boyd