

# What is DISC?

DISC is the universal language of behavior and emotions. It is the language of "how we act," or our behavior. This system lends itself to a wide variety of uses:

- ¥ personal behavior
- ¥ group behavior
- ¥ organizational behavior
- ¥ hiring and selection
- ¥ job profiling
- ¥ links to organizational culture

## **Dominance**

How you handle problems & challenges

## **Compliance**

How you respond to rules & procedures set by others

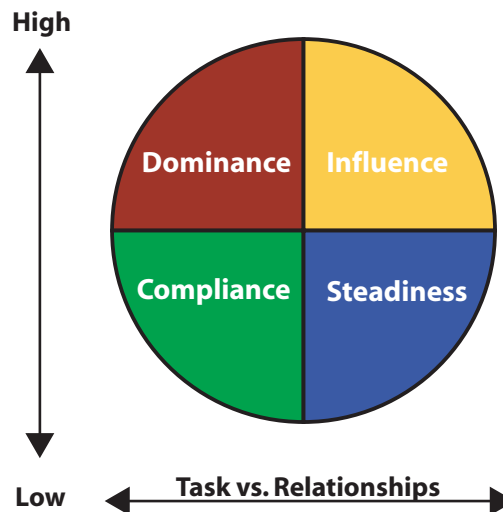
## **Influence**

How you interact with others

## **Steadiness**

How you handle a steady pace & work environment

## **Behavioral Styles**



## **What DISC Is**

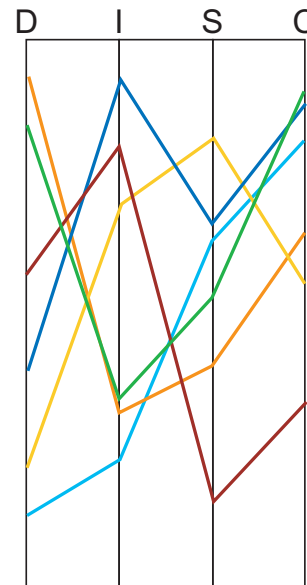
- DISC is an observable language
- DISC is a universal language
- DISC is a neutral language
- DISC is a silent language

## **What DISC Is Not**

- DISC is not a measurement of intelligence
- DISC is not a measurement of values
- DISC is not a measurement of skills and experience
- DISC is not a measurement of education and training

**DISC does measure behavior and emotions**

## **Team Graph**



- ¥ James
- ¥ Kristen
- ¥ Susan
- ¥ Alex
- ¥ Stephanie
- ¥ Danielle

When a group takes the profile, their results can be plotted on a team graph.