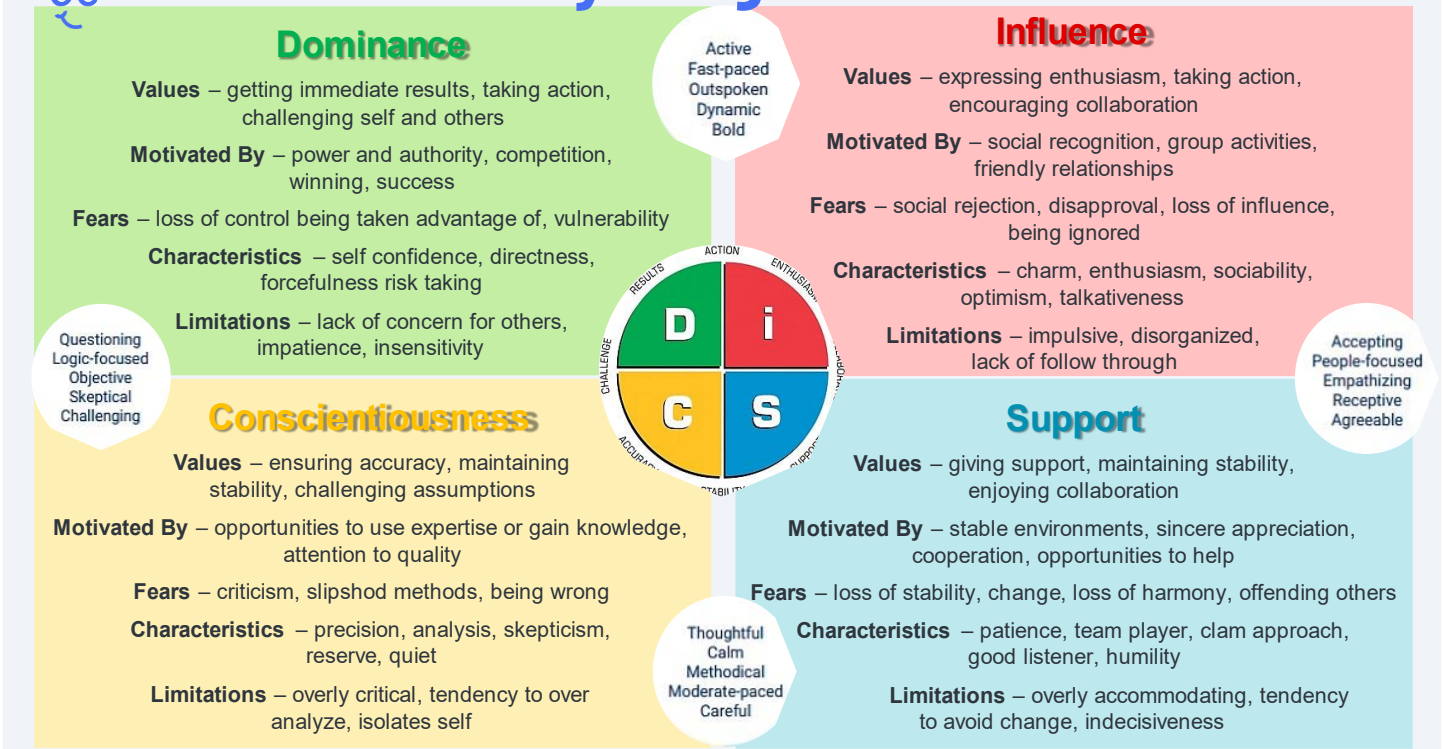




# The Everything DiSC® Model



## Getting to Know My Style – Interview Questions

Which characteristics of my DiSC® style help me be a great leader & communicator?

Which characteristics of my style can get in the way of being a great leader & communicator?

How could I become a more effective leader & communicator with styles that differ from mine?

How do I react under stress?

How is my communication style misunderstood?



# Getting to Know Other Styles – Tips for Working Together Well

## WORKING EFFECTIVELY WITH D

## DOMINANCE

**When Trying to Connect:** Make efficient use of time, get right to the point, and expect candor  
**When Problems Need to Be Solved:** Tackle problems boldly and avoid sugar-coating or over-analysis  
**When Things Get Tense:** Face issues quickly and directly, and avoid taking bluntness personally

## WORKING EFFECTIVELY WITH I

## INFLUENCE

**When Trying to Connect:** Convey enthusiasm, make a personal connection, and be collaborative  
**When Problems Need to Be Solved:** Remain optimistic, be open to change, and expect spontaneity  
**When Things Get Tense:** Stay calm, acknowledge their feelings, and avoid personal attacks

## WORKING EFFECTIVELY WITH S

## STEADINESS

**When Trying to Connect:** Show warmth, take an easygoing approach, and be collaborative  
**When Problems Need to Be Solved:** Respect their caution, acknowledge people's needs, and set a timeline  
**When Things Get Tense:** Practice patience and diplomacy to avoid shutting them down

## WORKING EFFECTIVELY WITH C

## CONSCIENTIOUSNESS

**When Trying to Connect:** Focus on the facts, avoid pushing them, and expect skepticism  
**When Problems Need to Be Solved:** Show appreciation for their logic, but don't let them get bogged down  
**When Things Get Tense:** Allow them time to process, and avoid becoming forceful or emotional

## How are interpersonal dynamics affecting my team?

---

---

---

---

---

---

## How can DiSC® help? What practical action will I commit to?

---

---

---

---

---

