

Recognizing DISC Styles

<p><u>C COMPLIANCE</u></p> <p>The “C” is looking for: Information</p> <p>Emotion: Fear</p> <p>Quick Observations: Introverted, task-oriented</p> <p>Communication: Direct</p> <p>Overextension: Critical</p> <p><u>Body Language</u></p> <p>Stance- Arms folded, one hand on chin</p> <p>Walks- Straight line</p> <p>Gestures- Very reserved, little to no gestures</p> <p>Communication Clue: Asks detailed questions</p>	<p><u>D DOMINANCE</u></p> <p>The “D” is looking for: Results</p> <p>Emotion: Anger</p> <p>Quick Observations: Extroverted, task oriented</p> <p>Communication: Direct</p> <p>Overextension: Impatient</p> <p><u>Body Language</u></p> <p>Stance- Forward leaning, hand in pocket</p> <p>Walks- Fast, always going somewhere</p> <p>Gestures- A lot of hand movement, big gestures</p> <p>Communication Clue: Does not want others; opinions, only facts</p>
<p><u>S STEADINESS</u></p> <p>The “S” is looking for: Security</p> <p>Emotion: Non-emotional</p> <p>Quick Observations: Introverted, people-oriented</p> <p>Communication: Indirect</p> <p>Overextension: Possessiveness</p> <p><u>Body Language</u></p> <p>Stance- Leaning back, hand in pocket</p> <p>Walks- Steady, easy pace</p> <p>Gestures- Will gesture with hands</p> <p>Communication Clue: Has a “poker” face</p>	<p><u>I INFLUENCE</u></p> <p>The “I” is looking for: The “Experience”</p> <p>Emotion: Trust/Optimism</p> <p>Quick Observations: Extroverted, people-oriented</p> <p>Communication: Indirect</p> <p>Overextension: Disorganized</p> <p><u>Body Language</u></p> <p>Stance- Feet spread, two hands in pocket</p> <p>Walks- Weaves, people focused, may run into things</p> <p>Gestures- A lot of big gestures and facial expressions when talking</p> <p>Communication Clue: Talks with hands</p>



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