

# DISC AWARENESS

## About this Tool

### Overview

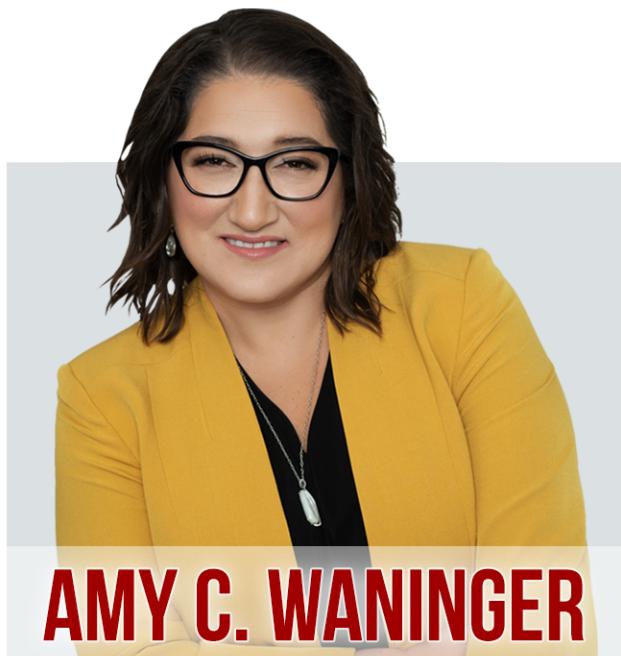
DISC Awareness combines the DISC assessment results with the concepts of Emotional Intelligence, creating a dual foundation of behavior and emotional expression. This approach helps us understand and adapt to different behavioral styles with enhanced communication. It also encourages practical engagement with our emotions and the emotions of others.

### Objective

To understand the communication preferences, behaviors, and emotions of oneself and others, enhancing value as an employee, leader, and team member, and all personal relationships.



## Unlocking the Power of DISC Awareness



### DISC Awareness will help you:

- ▶ Access & understand your Emotional Intelligence through the lens of the four DISC styles
- ▶ Heighten your awareness of the various components of Emotional Intelligence
- ▶ Identify EI & DISC style-driven strengths & areas for development
- ▶ Provide a framework for personal & professional growth

### Benefits of Learning & Applying

- ▶ Increase Commitment & Cooperation
- ▶ Build More Effective Teams
- ▶ Resolve & Prevent Conflict
- ▶ Gain Endorsement, Credibility, & Rapport
- ▶ Increase Sales
- ▶ Understand Others (interpersonal skills, communication preferences, behavioral strengths, potential areas of improvement)

## Examples

### D-Dominance

Higher in Goal-Directed Performance, but lower in Self-Awareness, as they focus on tasks & outcomes more than the self.

### I-Influence

Higher in Teamwork & Collaboration, as they thrive in social interactions & connection with others, but lower in Self-Control & Discipline, as they value new & exciting pursuits over what needs more dedication & follow-through.

### S-Steadiness

Higher in Empathy, Sensitivity, & Appreciation because they are so supportive & focused on relationships with others, but naturally lower in Change Catalyst, because they do not like sudden changes & value stability & predictability.

### C-Conscientiousness

Higher in Connections of Cause & Effect because they are attentive to the details, risks, & weighing positive & negative considerations. They are naturally lower in Interpersonal Development because they pay more attention to tasks & details over the dynamics of people & relationships.

