

## DISC (Dominance, Influence, Steadiness, Compliance) Profile

M	L		M	L			
<input type="radio"/>	<input type="radio"/>	Gentle, kindly	1	<input type="radio"/>	<input type="radio"/>	Aggressive, challenger, takes action	13
<input type="radio"/>	<input type="radio"/>	Persuasive, convincing		<input type="radio"/>	<input type="radio"/>	Life of the party, entertaining, outgoing	
<input type="radio"/>	<input type="radio"/>	Humble, reserved, modest		<input type="radio"/>	<input type="radio"/>	Easy mark, easily taken advantage of	
<input type="radio"/>	<input type="radio"/>	Original, inventive, individualistic		<input type="radio"/>	<input type="radio"/>	Fearful, afraid	
<input type="radio"/>	<input type="radio"/>	Attractive, charming, attracts others	2	<input type="radio"/>	<input type="radio"/>	Cautious, wary, careful	14
<input type="radio"/>	<input type="radio"/>	Cooperative, agreeable		<input type="radio"/>	<input type="radio"/>	Determined, decided, unwavering, stand firm	
<input type="radio"/>	<input type="radio"/>	Stubborn, unyielding		<input type="radio"/>	<input type="radio"/>	Convincing, assuring	
<input type="radio"/>	<input type="radio"/>	Sweet, pleasing		<input type="radio"/>	<input type="radio"/>	Good-natured, pleasant	
<input type="radio"/>	<input type="radio"/>	Easily led, follower	3	<input type="radio"/>	<input type="radio"/>	Willing, go along with	15
<input type="radio"/>	<input type="radio"/>	Bold, daring		<input type="radio"/>	<input type="radio"/>	Eager, anxious	
<input type="radio"/>	<input type="radio"/>	Loyal, faithful, devoted		<input type="radio"/>	<input type="radio"/>	Agreeable, consenting	
<input type="radio"/>	<input type="radio"/>	Charming, delightful		<input type="radio"/>	<input type="radio"/>	High-spirited, lively, enthusiastic	
<input type="radio"/>	<input type="radio"/>	Open-minded, receptive	4	<input type="radio"/>	<input type="radio"/>	Confident, believes in self, assured	16
<input type="radio"/>	<input type="radio"/>	Obliging, helpful		<input type="radio"/>	<input type="radio"/>	Sympathetic, compassionate, understanding	
<input type="radio"/>	<input type="radio"/>	Willpower, strong-willed		<input type="radio"/>	<input type="radio"/>	Tolerant	
<input type="radio"/>	<input type="radio"/>	Cheerful, joyful		<input type="radio"/>	<input type="radio"/>	Assertive, aggressive	
<input type="radio"/>	<input type="radio"/>	Jovial, joking	5	<input type="radio"/>	<input type="radio"/>	Well-disciplined, self-controlled	17
<input type="radio"/>	<input type="radio"/>	Precise, exact		<input type="radio"/>	<input type="radio"/>	Generous, willing to share	
<input type="radio"/>	<input type="radio"/>	Nervy, gutsy, brazen		<input type="radio"/>	<input type="radio"/>	Animated, uses gestures for expression	
<input type="radio"/>	<input type="radio"/>	Even-tempered, calm, not easily excited		<input type="radio"/>	<input type="radio"/>	Persistent, unrelenting, refuses to quit	
<input type="radio"/>	<input type="radio"/>	Competitive, seeking to win	6	<input type="radio"/>	<input type="radio"/>	Admirable, deserving of praise	18
<input type="radio"/>	<input type="radio"/>	Considerate, caring, thoughtful		<input type="radio"/>	<input type="radio"/>	Kind, willing to give or help	
<input type="radio"/>	<input type="radio"/>	Outgoing, fun-loving, socially striving		<input type="radio"/>	<input type="radio"/>	Resigned, gives in	
<input type="radio"/>	<input type="radio"/>	Harmonious, agreeable		<input type="radio"/>	<input type="radio"/>	Force of character, powerful	
<input type="radio"/>	<input type="radio"/>	Fussy, hard to please	7	<input type="radio"/>	<input type="radio"/>	Respectful, shows respect	19
<input type="radio"/>	<input type="radio"/>	Obedient, will do as told, dutiful		<input type="radio"/>	<input type="radio"/>	Pioneering, exploring, enterprising	
<input type="radio"/>	<input type="radio"/>	Unconquerable, determined		<input type="radio"/>	<input type="radio"/>	Optimistic, positive view	
<input type="radio"/>	<input type="radio"/>	Playful, frisky, full of fun		<input type="radio"/>	<input type="radio"/>	Accommodating, willing to please	
<input type="radio"/>	<input type="radio"/>	Brave, unafraid, courageous	8	<input type="radio"/>	<input type="radio"/>	Argumentative, confronting	20
<input type="radio"/>	<input type="radio"/>	Inspiring, stimulating, motivating		<input type="radio"/>	<input type="radio"/>	Adaptable, flexible	
<input type="radio"/>	<input type="radio"/>	Submissive, yielding, gives in		<input type="radio"/>	<input type="radio"/>	Nonchalant, casually indifferent, unconcern	
<input type="radio"/>	<input type="radio"/>	Timid, shy, quiet		<input type="radio"/>	<input type="radio"/>	Light-hearted, carefree	
<input type="radio"/>	<input type="radio"/>	Sociable, enjoys the company of others	9	<input type="radio"/>	<input type="radio"/>	Trusting, faith in others	21
<input type="radio"/>	<input type="radio"/>	Patient, steady, tolerant		<input type="radio"/>	<input type="radio"/>	Contented, satisfied	
<input type="radio"/>	<input type="radio"/>	Self-reliant, independent		<input type="radio"/>	<input type="radio"/>	Positive, admitting no doubt	
<input type="radio"/>	<input type="radio"/>	Soft-spoken, mild, reserved		<input type="radio"/>	<input type="radio"/>	Peaceful, tranquil	
<input type="radio"/>	<input type="radio"/>	Adventurous, willing to take chances	10	<input type="radio"/>	<input type="radio"/>	Good mixer, likes being with others	22
<input type="radio"/>	<input type="radio"/>	Receptive, open to suggestions		<input type="radio"/>	<input type="radio"/>	Cultured, educated, knowledgeable	
<input type="radio"/>	<input type="radio"/>	Cordial, warm, friendly		<input type="radio"/>	<input type="radio"/>	Vigorous, energetic	
<input type="radio"/>	<input type="radio"/>	Moderate, avoids extremes		<input type="radio"/>	<input type="radio"/>	Lenient, not overly strict, tolerant of others	
<input type="radio"/>	<input type="radio"/>	Talkative, chatty	11	<input type="radio"/>	<input type="radio"/>	Companionable, easy to be with	23
<input type="radio"/>	<input type="radio"/>	Controlled, restrained		<input type="radio"/>	<input type="radio"/>	Accurate, correct	
<input type="radio"/>	<input type="radio"/>	Conventional, doing it the usual way		<input type="radio"/>	<input type="radio"/>	Outspoken, speaks freely and boldly	
<input type="radio"/>	<input type="radio"/>	Decisive, certain, firm in making a decision		<input type="radio"/>	<input type="radio"/>	Restrained, reserved, controlled	
<input type="radio"/>	<input type="radio"/>	Polished, smooth-talker	12	<input type="radio"/>	<input type="radio"/>	Restless, unable to rest or relax	24
<input type="radio"/>	<input type="radio"/>	Daring, risk-taker		<input type="radio"/>	<input type="radio"/>	Neighborly, friendly	
<input type="radio"/>	<input type="radio"/>	Diplomatic, tactful to people		<input type="radio"/>	<input type="radio"/>	Popular, liked by many or most people	
<input type="radio"/>	<input type="radio"/>	Satisfied, content, pleased		<input type="radio"/>	<input type="radio"/>	Orderly, neat, organized	

	D	I	S	C	-
<b>MOST</b>					24
<b>LEAST</b>					24

**MOST**

D I S C

100	20	17	19	15	100
	16	10	12	9	
90		9	11	8	90
	14	8	10	7	
80		7	9	6	80
	13		8	5	
70		6	7	4	70
	12	5	6	3	
60		4	5	2	60
	11		4	1	
50		3	3	0	50
	10	2	2	0	
40		1	1	0	40
	9		0	0	
30		0	0	0	30
	8				
20					20
	7				
10					10
	6				
0					0

**LEAST**

D I S C

100	0	0	0	0	100
			1	1	
90	1				90
		1			
80			2	2	80
	2	2		3	
70				4	70
	3	3		5	
60				6	60
	4	4		7	
50				8	50
	5	5		9	
40				10	40
	6	6		11	
30				12	30
	7	7		13	
20				14	20
	8	8		15	
10				16	10
	9	9		17	
0				18	0
	10	10		19	
	11	11		20	
	12	12		21	
	13	13			
	14	14			
	15	15			
	16	16			
	17	17			
	18	18			
	19	19			



