

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

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