



Participant:	
Organization:	
Workshop Date:	
Due Date:	
Return Fax:	

STYLE INSIGHTS® (DISC)

Q6

Name: _____ Male: _____ Female: _____

Company: _____

Focus: ☐ Work ☐ Home

Rank the phrase ***MOST*** like you as number 1. Continue ranking until the phrase ***LEAST*** like you is ranked number 4. When all four phrases are in the correct order please move on to the next set of phrases. Repeat the process until complete. Be ruthlessly honest with yourself! Go with your “gut” instinct – do not over-analyze! You should take no more than 15 minutes to respond to the assessment and it must be completed in one uninterrupted sitting.

DIRECTIONS

Refer to the example below before proceeding:

EXAMPLE

- | | |
|----------|----------------------|
| <u>1</u> | Enthusiastic |
| <u>3</u> | Contented, satisfied |
| <u>4</u> | Positive, confident |
| <u>2</u> | Peaceful, tranquil |

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Rank the items in each list. Number them from 1 to 4, with 1 as the ***MOST*** like you. Continue to rank until you have ordered all the phrases from ***MOST*** (1) to ***LEAST*** (4). Repeat the process until complete.

1.

- _____ Enthusiastic
- _____ Contented, satisfied
- _____ Positive, confident
- _____ Peaceful, tranquil

2.

- _____ Careful, calculating
- _____ Bold, daring
- _____ Supportive
- _____ Charming, delightful

3.

- _____ Expressive
- _____ Daring, risk-taker
- _____ Diplomatic, tactful
- _____ Satisfied, content

4.

- _____ Respectful, shows respect
- _____ Pioneering, exploring, enterprising
- _____ Optimistic
- _____ Accommodating, willing to please, ready to help

5.

- _____ Willing, agreeable
- _____ Eager, impatient
- _____ Methodical
- _____ High-spirited, lively, enthusiastic

6.

- _____ Logical
- _____ Obedient, will do as told, dutiful
- _____ Unconquerable, determined
- _____ Playful, frisky, full of fun

7.

- _____ Adventurous, willing to take chances
- _____ Analytical
- _____ Cordial, warm, friendly
- _____ Moderate, avoids extremes

8.

- _____ Good mixer, likes being with others
- _____ Structured
- _____ Vigorous, energetic
- _____ Lenient, tolerant of others' actions

9.

- _____ Competitive, seeking to win
- _____ Considerate, caring, thoughtful
- _____ Outgoing, fun-loving, socially striving
- _____ Harmonious, agreeable

10.

- _____ Aggressive, challenger, takes action
- _____ Life of the party, outgoing, entertaining
- _____ Easy mark, easily taken advantage of
- _____ Fearful, afraid

11.

- _____ Stimulating
- _____ Sympathetic, compassionate, understanding
- _____ Tolerant
- _____ Aggressive

12.

- _____ Talkative, chatty
- _____ Controlled, restrained
- _____ Conventional, doing it the usual way, customary
- _____ Decisive, certain, firm in making a decision

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Rank the items in each list. Number them from 1 to 4, with 1 as the ***MOST*** like you. Continue to rank until you have ordered all the phrases from ***MOST*** (1) to ***LEAST*** (4). Repeat the process until complete.

13.

- _____ Well-disciplined, self-controlled
- _____ Generous, willing to share
- _____ Animated, uses gestures for expression
- _____ Persistent, unrelenting, refuses to quit

15.

- _____ Gentle, kindly
- _____ Persuasive, convincing
- _____ Humble, reserved, modest
- _____ Magnetic, attracts others

17.

- _____ Companionable, easy to be with
- _____ Easygoing
- _____ Outspoken, speaks freely and boldly
- _____ Restrained, reserved, controlled

19.

- _____ Attractive, charming, attracts others
- _____ Systematic
- _____ Stubborn, unyielding
- _____ Pleasing

21.

- _____ Challenging, assertive
- _____ Critical thinker
- _____ Casual, laid-back
- _____ Light-hearted, carefree

23.

- _____ Cautious, wary, careful
- _____ Determined, decided, unwavering, stand firm
- _____ Convincing, assuring
- _____ Good-natured, pleasant

14.

- _____ Sociable, enjoys the company of others
- _____ Patient, steady, deliberate
- _____ Self-reliant, independent
- _____ Soft-spoken, mild, reserved

16.

- _____ Captivating
- _____ Kind, willing to give or help
- _____ Resigned, gives in
- _____ Force of character, powerful

18.

- _____ Factual
- _____ Obliging, helpful
- _____ Willpower, strong-willed
- _____ Cheerful, joyful

20.

- _____ Restless, unable to rest or relax
- _____ Neighborly, friendly
- _____ Popular, liked by many or most people
- _____ Orderly, neat

22.

- _____ Brave, unafraid, courageous
- _____ Inspiring, motivating
- _____ Avoid confrontation
- _____ Quiet, composed

24.

- _____ Jovial, joking
- _____ Organized
- _____ Nervy, gutsy, brazen
- _____ Even-tempered, calm, not easily excited