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

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| 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*** **DIRECTIONS**  
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.

Refer to the example below before proceeding: **EXAMPLE**

**1** Enthusiastic

**3** Contented, satisfied

**4** Positive, confident

**2** 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.

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| **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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| **13.**  Well-disciplined, self-controlled  Generous, willing to share  Animated, uses gestures for expression  Persistent, unrelenting, refuses to quit | **14.**  Sociable, enjoys the company of others  Patient, steady, deliberate  Self-reliant, independent  Soft-spoken, mild, reserved |
| **15.**  Gentle, kindly  Persuasive, convincing  Humble, reserved, modest  Magnetic, attracts others | **16.**  Captivating  Kind, willing to give or help  Resigned, gives in  Force of character, powerful |
| **17.**  Companionable, easy to be with  Easygoing  Outspoken, speaks freely and boldly  Restrained, reserved, controlled | **18.**  Factual  Obliging, helpful  Willpower, strong-willed  Cheerful, joyful |
| **19.**  Attractive, charming, attracts others  Systematic  Stubborn, unyielding  Pleasing | **20.**  Restless, unable to rest or relax  Neighborly, friendly  Popular, liked by many or most people  Orderly, neat |
| **21.**  Challenging, assertive  Critical thinker  Casual, laid-back  Light-hearted, carefree | **22.**  Brave, unafraid, courageous  Inspiring, motivating  Avoid confrontation  Quiet, composed |
| **23.**  Cautious, wary, careful  Determined, decided, unwavering,  stand firm  Convincing, assuring  Good-natured, pleasant | **24.**  Jovial, joking  Organized  Nervy, gutsy, brazen  Even-tempered, calm, not  easily excited |