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OSEEC: The Open-source Social Engineering Education Course

Unit C - Hadnagy

Week 10 - Day 2

Chapter 3

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Communication

"To effectively communicate, we must realize that we are all different in the way we perceive the world and use this understanding as a guide to our communication with others." —Tony Robbins

Chapter 3

Profiling People Through Communication
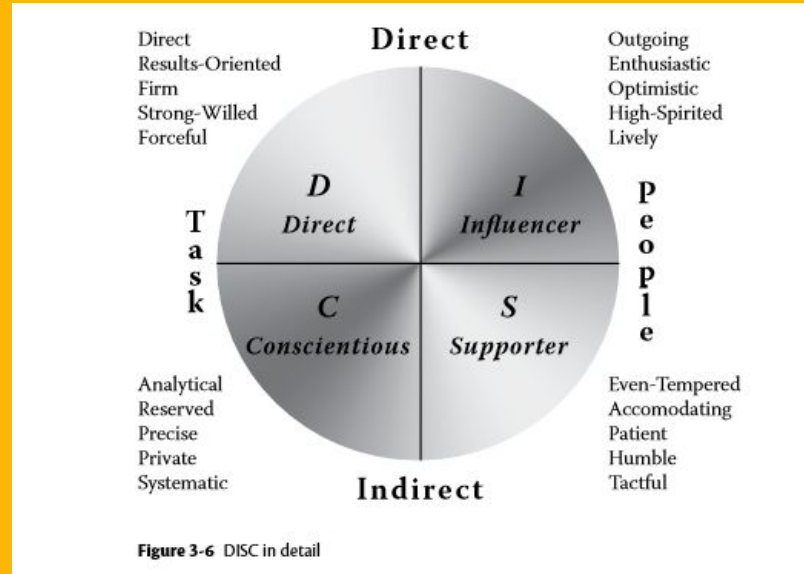
(or Using Your Words Against You)

The Approach

Enter the DISC

- D : Direct/Dominant
- I : Influencing
- S : Supporter/Steady
- C : Conscientious/Compliant

"Leave them feeling better for having met you."

Chapter 3

Profiling People Through Communication

(or Using Your Words Against You)

Figure 3-6 DISC in detail

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Reflection:

Take the self assessment on page 74.

Explore other personality assessments:

- *DISC*
- *Myers-Briggs*
- *Hartman Color-code*

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Exercise:

Test the waters. Try to identify where those you interact with fall within the DISC system. Use the advice given in the text and see if it works. Go slow, and keep practicing.

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The Innocent Lives Foundation

www.innocentlivesfoundation.org

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Thank You!

oseec.github.io

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