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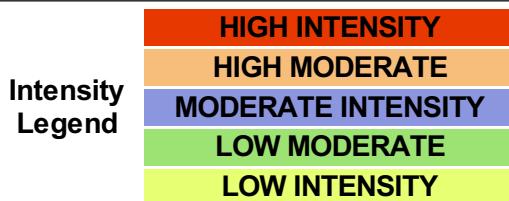
## Team Application Exercise: Integrated Behaviors - Natural

Meet as a team to complete this exercise. Suggested time: 15-30 minutes.

**Debrief:** Discuss the following items as a group

1. What are the top three scores? These are the behaviors that this team exhibits MOST STRONGLY.
2. What are the bottom two to three scores? These are the behaviors that this team exhibits LEAST STRONGLY.
3. What implications do these facts have for the team? What are the strengths and weaknesses.
4. Do any individuals exhibit highs and/or lows that are opposite from the overall team highs and lows? Who? How might these individuals be regarded by the team? How might these individuals perceive the team's approach and/or effectiveness?
5. Are there any "ground rules" that the team should consider following as a group in the future, given what has been discussed?

TEAM MEMBER		PEOPLE/INTERACTION (S/I)	TEAM SUPPORT (C/I)	ACCOMMODATION (S/D)	RULES VS. RESULTS (C/D)	DIRECTNESS (D/I)	PERSISTENCE (S/C)	PRECISION (C/S)	SOCIALE (I/D)	SELF-DETERMINATION (D/S)	INDIVIDUALISTIC (D/C)	VITALITY (I/S)	SELF-ASSURED (I/C)
Rebecca	Bell	53	27	74	48	29	76	24	71	26	52	47	73
Jennifer	Carson	41	41	52	52	39	50	50	61	48	48	59	59
Betty	Carter	63	79	45	61	68	34	66	32	55	39	37	21
Sarah	Carter	59	70	57	68	52	39	61	48	43	32	41	30
Brian	Harper	35	41	48	54	37	44	56	62	52	46	65	59
Sammy	Hunt	55	66	54	64	52	39	61	48	46	36	44	34
Nancy	Mitchell	48	48	54	54	45	50	50	55	46	46	52	52
Barbara	Scott	55	48	52	45	54	57	43	46	48	55	44	52
Michael	Taylor	68	73	66	71	52	45	55	48	34	29	32	27
William	Thomas	35	41	51	57	34	44	56	66	49	43	65	59
<b>Team Average</b>		<b>51</b>	<b>53</b>	<b>55</b>	<b>57</b>	<b>46</b>	<b>48</b>	<b>52</b>	<b>54</b>	<b>45</b>	<b>43</b>	<b>49</b>	<b>47</b>
<b>Team Median</b>		<b>54</b>	<b>48</b>	<b>53</b>	<b>56</b>	<b>48</b>	<b>44</b>	<b>56</b>	<b>52</b>	<b>47</b>	<b>44</b>	<b>46</b>	<b>52</b>



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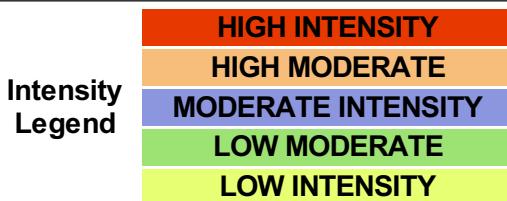
## Team Application Exercise: Integrated Behaviors - Adapted

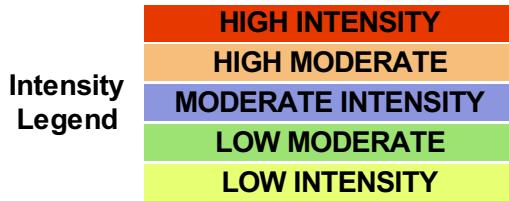
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TEAM MEMBER		PEOPLE/INTERACTION (S/I)	TEAM SUPPORT (C/I)	ACCOMMODATION (S/D)	RULES VS. RESULTS (C/D)	DIRECTNESS (D/I)	PERSISTENCE (S/C)	PRECISION (C/S)	SOCIALE (I/D)	SELF-DETERMINATION (D/S)	INDIVIDUALISTIC (D/C)	VITALITY (I/S)	SELF-ASSURED (I/C)
Rebecca	Bell	73	39	73	39	50	84	16	50	27	61	27	61
Jennifer	Carson	48	36	70	57	29	62	37	71	30	43	52	64
Betty	Carter	32	52	54	73	29	30	70	71	46	27	68	48
Sarah	Carter	39	32	70	62	20	57	43	80	30	37	61	68
Brian	Harper	54	45	57	48	46	59	41	54	43	52	46	55
Sammy	Hunt	39	46	61	68	29	43	57	71	39	32	61	54
Nancy	Mitchell	57	55	55	54	52	52	48	48	45	46	43	45
Barbara	Scott	45	32	61	48	34	62	37	66	39	52	55	68
Michael	Taylor	43	50	61	68	32	43	57	68	39	32	57	50
William	Thomas	36	32	62	59	23	54	46	77	37	41	64	68
<b>Team Average</b>		47	42	62	58	34	55	45	66	38	42	53	58
<b>Team Median</b>		44	42	61	58	30	56	44	70	39	42	56	58





**Intensity Scoring Legend** - DISC Style intensity is a measure of how you will likely display the specific behavior when interacting and communicating with others in most situations

- **Low Intensity** - Low Intensity scores indicate the ABSENCE of this behavior in MOST situations.
- **Low Moderate** - Low Moderate Intensity scores are only SOMETIMES observable in SOME situations.
- **Moderate Intensity** - Moderate Intensity scores do not mean "mild." Moderate means the behavior is flexible and may or may not become observable based upon the requirements of the specific situation.
- **High Moderate** - High Moderate Intensity scores are frequently observable in many situations.
- **High Intensity** - High Intensity scores will be clearly observable, displayed more often and seen in most situations.

# The 12 Integrated Behaviors - Definitions

## The People Interaction Behavior (S/I)

*"How this individual's need for a steady pace and exercise of patience is impacted by their desire to connect and engage in social interaction."*

The People Interaction behavior measures HOW the strength of this individual's degree of patience and preferred activity level are influenced by the strength of their extroversion and a desire to socially interact and accommodate others. **Higher intensity scores** will display a great deal of care and consideration when crafting the words and deeds that impact others while **Lower intensity scores** will reflect a freewheeling and confident belief that most if not all interactive social situations can be handled "on the fly".

## The Team Support Behavior (C/I)

*"How this individual's need for accuracy, precision and following procedure is impacted by their desire for social connection and interaction."*

The Team Support behavior measures HOW the strength of this individual's desire for accuracy, structure, rules and standards is influenced by the strength of their desire to interact, engage and accommodate other people. **Higher intensity scores** display reliance upon structure, logic, facts and established data, procedures and protocols while **Lower intensity scores** display a more cordially social, engaging and accommodating communication style with a less focus on established protocols.

## The Accommodation Behavior (S/D)

*"How this individual's need to operate at a steady pace and innate degree of patience is impacted by their need for immediate results."*

The Accommodation behavior measures HOW the strength of this individual's level of patience and activity level are influenced by the strength of their desire to lead, command and direct activities focused on immediate results and solutions. **Higher intensity scores** reflect a willingness to consider, accommodate and support alternative solutions and ideas while **Lower intensity scores** reflect a propensity to make difficult decisions, remain firm in supporting and defending them sustained by a strong focus on achieving immediate results and accomplishing assigned goals.

## The Rules vs. Results Behavior (C/D)

*"How this individual's need for accuracy, precision and guidelines is impacted by their need for immediate results."*

The Rules vs. Results behavior measures HOW the strength of this individual's need to precisely follow established structural and procedural guidelines, standards and codes is influenced by their need for direct "results now" actions that target immediate accomplishments. **Higher intensity scores** identify a strong need to pursue objectives with guidance and reliance upon established structure, rules, organizational protocols and policies while **Lower intensity scores** suggest a more direct, immediate "result now" focus that will not likely be restrained by established protocols, procedures and policies.

## The Directness Behavior (D/I)

*"How this individual's dominance and 'results now focus' is impacted by their desire to interact, connect and relate to others."*

The Directness behavior measures HOW the strength of this individual's direct, assertive and results oriented communication style is influenced by their desire to build relationships and connect with others. **Higher intensity scores** identify a willingness to make and defend tough and even unpopular decisions while **Lower intensity scores** will identify an inclination to search for a more socially interactive, popular and accommodating solution.

## The Persistence Behavior (S/C)

*"How this individual's need for pace and patience is impacted by their need for accuracy, precision and planning."*

The Persistence behavior measures HOW the strength of this individual's patience, activity level and team support is influenced by their need for accuracy, precision and structure. **Higher intensity scores** reflect an emphasis on supporting planned group and team efforts while **Lower intensity scores** reflect a need to follow established policies and procedures even if it requires running counter to the team's direction that may be advocating alternative or even potentially risky actions.

# The 12 Integrated Behaviors - Definitions Continued

## The Precision Behavior (C/S)

*"How this individual's need for accuracy, precision and planning is impacted by their desire for team support and accommodation."*

The Precision behavior measures HOW the strength of this individual's need for structure, accuracy, order and precision is influenced by their pace, patience and level of team accommodation. **Higher intensity scores** reflect a desire to operate in a "fail-safe" environment supported by accurate data and through preparation while **Lower intensity scores** suggest steady paced progress, strong support, consideration and accommodation for the team's overall direction.

## The Sociable Behavior (I/D)

*"How this individual's need for social interaction is impacted by their assertiveness and desire for immediate results."*

The Sociable behavior measures HOW the strength of this individual's preference for cordial social interaction and people connection is influenced by their need for immediate results. **Higher intensity scores** reflect an emphasis on seeking, building and sustaining personal relationships while **Lower intensity scores** reflect a much stronger competitive "result now" focus with less effort on accommodation and building relationships.

## The Self-Determination Behavior (D/S)

*"How this individual's degree of assertive "results now" focus is impacted by their level of patience."*

The Self-Determination behavior measures HOW the strength of this individual's direct, assertive and "results now" oriented behaviors are influenced by their degree of patience and preferred pace. **Higher intensity scores** identify a preference toward a more "now oriented pace" that is keyed toward taking actions that achieve immediate results and goals while **Lower intensity scores** identify a steadier, less urgent pace that embraces planning and careful consideration of consequences prior to taking action.

## The Individualistic Behavior (D/C)

*"How this individual's "results now" assertiveness is impacted by their desire to be accurate, analytical and structured."*

The Individualistic behavior measures HOW the strength of this individual's direct, assertive and "results now focus" is influenced by their need to precisely follow established structural and procedural guidelines while pursuing objectives. **Higher intensity scores** will not likely be deterred by potential restraints or established policies especially if they are perceived to impede immediate results while **Lower intensity scores** will favor strong and precise compliance and adherence to established structure, rules, policy and procedures.

## The Vitality Behavior (I/S)

*"How this individual's people focused extroversion is impacted by their preferred pace and activity level."*

The Vitality behavior measures HOW the strength of this individual's desire for interpersonal connections is influenced by their degree of urgency, preferred pace and activity level. **Higher intensity scores** reflect a high energy, freewheeling, confident and engaging style that will likely embrace new ideas and concepts while **Lower intensity scores** reflect thoughtfulness and care when crafting both words and deeds as one moves steadily toward the identified goal and objective.

## The Self-Assured Behavior (I/C)

*"How this individual's people oriented extroversion is impacted by their need for accuracy and structure."*

The Self-Assured behavior measures HOW the strength of this individual's extroversion and desire for personal connection with others is influenced by their need for structure, detail, and accurate evidence prior to taking action. **Higher intensity scores** can sometimes lead to overconfidence with a willingness to improvise and to take spontaneous actions vs. thorough planning while **Lower intensity scores** reflect a cautious and conscientious approach that seeks to take actions that are supported by reliable tactics, trusted data and past successes.