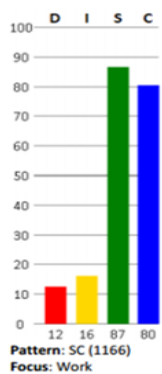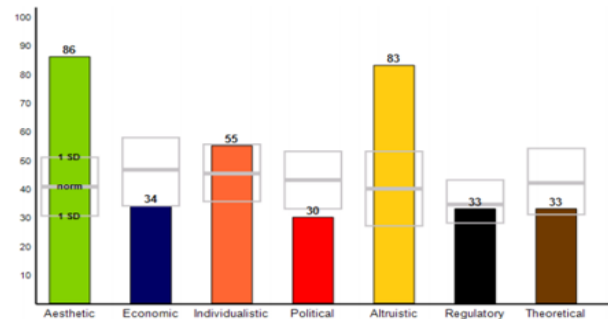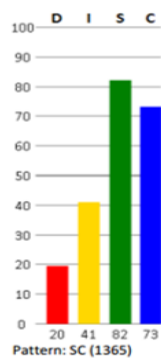# DISC & Motivators

Understanding what motivates us, what inspires us, and is deemed important by us is a vital first step in self-awareness and improving human performance and effectiveness. Knowing our specific level of motivation can be crucial to helping us understand what drives our beliefs and actions so we can bring them into alignment.

Using DISC & Motivators together provides new perspective to enhance self-awareness.

DISC Styles focuses on patterns of external, observable behaviors using scales of directness and openness that each style shows. Because we can see and hear these behaviors, it becomes much easier to read people. It is simple, practical and easy to remember and use.

Motivators help people to better understand their unique value hierarchy or belief system pertaining to what motivates them, what they are most drawn to and where their passions lie.

Key Information

- Behavior (*how we act*) is determined by emotion (*how we feel).* Motivators are the reasons that drive us to want to act. ***These cannot be separated, only distinguished***.

- Behaviors can ONLY reveal likelihoods of Motivation.
  Motivators can ONLY reveal likelihoods of Behavior.
  Neither alone can give a complete picture of how someone will behave or what may motivate them, but together, we can get a much clearer understanding of how a person will behave and why.

- **The DISC styles and Motivators do have relationships** – high and low scores align directly.

  D typically aligns with **Economic** and/or **Political**
  I typically aligns with **Individualistic**
  S typically aligns with **Altruistic**
  C typically aligns with **Regulatory**

  1. *How can I use DISC & Motivators to grow my business?*
  2. *How can I use DISC & Motivators to more adequately coach and train my clients and customers?*

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