**DISC Personality Profiling Teaser**

Ever wondered what DISC was all about? Want to know more about your personality in a work setting so you can communicate more effectively?

Below is a mini DISC questionnaire for you to complete.

* Please base your answers on your immediate reaction
* It should take no more than 5 minutes
* When finished, send it back to us
* We will give you a summary, so you can find out more about your personality style

Below are nine rows of four words. Using the numbers 1,2,3,4 categorise each of the words in each horizontal row.

1 = least like you; 4 = most like you. Use each number once only in each row. For example:

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Q1 | Directing | **4** | Influencing | **2** | Steady | **1** | Cautious | **3** |

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Name:** | | | | | **Date:** | | | | |
|  | **Column 1** |  | **Column 2** |  | | **Column 3** |  | **Column 4** |  |
| **1** | Directing |  | Influencing |  | | Steady |  | Cautious |  |
| **2** | Self-certain |  | Optimistic |  | | Deliberate |  | Restrained |  |
| **3** | Adventurous |  | Enthusiastic |  | | Predictable |  | Logical |  |
| **4** | Decisive |  | Open |  | | Patient |  | Analytical |  |
| **5** | Daring |  | Impulsive |  | | Stabilising |  | Precise |  |
| **6** | Competitive |  | Persuading |  | | Accommodating |  | Curious |  |
| **7** | Assertive |  | Talkative |  | | Modest |  | Tactful |  |
| **8** | Experimenting |  | Charming |  | | Easy going |  | Consistent |  |
| **9** | Forceful |  | Positive |  | | Sincere |  | Perfectionist |  |
|  | **Total** |  | **Total** |  | | **Total** |  | **Total** |  |

Once you have finished, simply add up the totals in each column. The 4 totals in each column should add up to 90.

Good luck, please save a copy and email to: [maggie@redclematis.co.uk](mailto:maggie@redclematis.co.uk)