DISC (Dominance, Influence, Steadiness, Compliance) Profile

1 Gentle, kindly	13 Aggressive, challenger, takes action
Persuasive, convincing	Life of the party, entertaining, outgoing
Humble, reserved, modest	Easy mark, easily taken advantage of
Original, inventive, individualistic	Fearful, afraid
2 Attractive, charming, attracts others	14 Cautious, wary, careful
Cooperative, agreeable	Determined, decided, unwavering, stand firm
Stubborn, unyielding	Convincing, assuring
Sweet, pleasing	Good-natured, pleasant
3 Easily led, follower	15 Willing, go along with
Bold, daring	Eager, anxious
Loyal, faithful, devoted	Agreeable, consenting
Charming, delightful	High-spirited, lively, enthusiastic
4 Open-minded, receptive	16 Confident, believes in self, assured
Obliging, helpful	Sympathetic, compassionate, understanding
Willpower, strong-willed	Tolerant
Cheerful, joyful	Assertive, aggressive
5 Jovial, joking	17 Well-disciplined, self-controlled
Precise, exact	Generous, willing to share
Nervy, gutsy, brazen	Animated, uses gestures for expression
Even-tempered, calm, not easily excited	Persistent, unrelenting, refuses to quit
6 Competitive, seeking to win	18 Admirable, deserving of praise
Considerate, caring, thoughtful	Kind, willing to give or help
Outgoing, fun-loving, socially striving	Resigned, gives in
Harmonious, agreeable	Force of character, powerful
7 Fussy, hard to please	19 Respectful, shows respect
Obedient, will do as told, dutiful	Pioneering, exploring, enterprising
Unconquerable, determined	Optimistic, positive view
Playful, frisky, full of fun	Accommodating, willing to please
8 Brave, unafraid, courageous	20 Argumentative, confronting
Inspiring, stimulating, motivating	Adaptable, flexible
Submissive, yielding, gives in	Nonchalant, casually indifferent, unconcern
Timid, shy, quiet	Carefree Light-hearted, carefree
9 Sociable, enjoys the company of others	21 Trusting, faith in others
Patient, steady, tolerant	Contented, satisfied
Self-reliant, independent	O Positive, admitting no doubt
Soft-spoken, mild, reserved	Peaceful, tranquil
10 Adventurous, willing to take chances	22 Good mixer, likes being with others
Receptive, open to suggestions	Cultured, educated, knowledgeable
Cordial, warm, friendly	○ Vigorous, energetic
○ Moderate, avoids extremes	C Lenient, not overly strict, tolerant of others
11 Talkative, chatty	23 Companionable, easy to be with
Controlled, restrained	Accurate, correct
Conventional, doing it the usual way	Outspoken, speaks freely and boldly
O Decisive, certain, firm in making a decision	Restrained, reserved, controlled
12 Polished, smooth-talker	24 Restless, unable to rest or relax
O Daring, risk-taker	Neighborly, friendly
O Diplomatic, tactful to people	Popular, liked by many or most people

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LEAST					24

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50	6				50	50	6		5	6	6 7	50
40	5 4	3	3	3	40	40	7 8		6	7	8	40
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