



4 COMMUNICATION TIPS When Using DISC

Dominance

D's focus on the big picture and a rapid pace. They avoid small talk and prefer to get straight to the point. **Provide solutions when speaking with a D.**



Influence

For I's it's all about the people connection. **Be sure to create a personal connection with them before making demands or getting straight to business.**

Steadiness

S's like stability and a steady pace. Stay on course and communicate at a reasonable pace. **Confirm the S understands what is expected of them.**



Compliance

C's are all about the facts and details. Don't rush a C and don't plan small talk. **Be organized when working with a C.**

