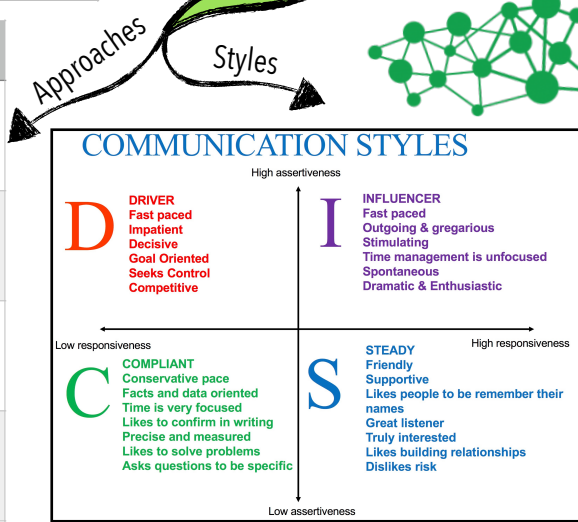
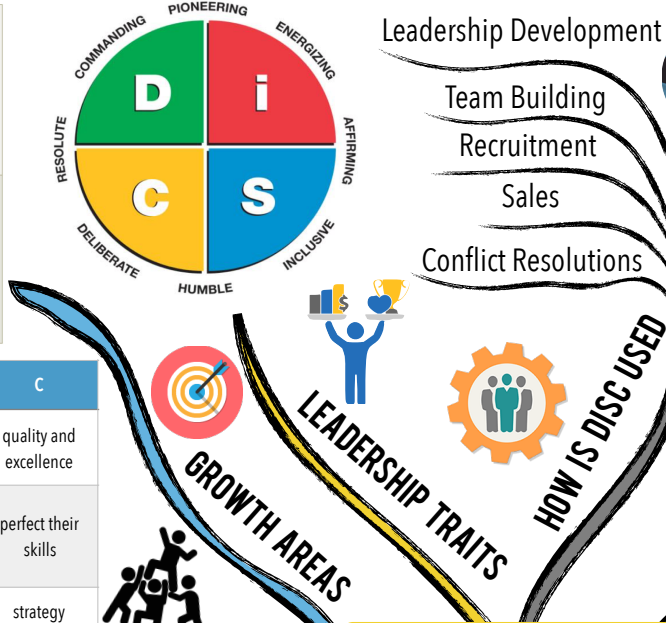


D	<ul style="list-style-type: none"> Strive to be an active listener Be less controlling and dictating Invest in personal relationships Show your support for team members Demonstrate more patience when dealing with facts and procedures 	I	<ul style="list-style-type: none"> Be less impulsive in decision making Focus more on results, details and facts Talk less and listen more to colleagues' opinions Exercise control over your emotions and actions
C	<ul style="list-style-type: none"> Strive to build relationships with your colleagues Focus less on facts and more on people Make faster decisions to accomplish team goals Be more decisive 	S	<ul style="list-style-type: none"> Be more flexible and open to change Increase pace of work to achieve targets and goals Demonstrate more initiative Focus on communicating your thoughts and feelings Be more direct in your interactions

As a Member	D	I	S	C
Builds team...	confidence	flexibility	cohesiveness	quality and excellence
Motivates Others to...	work hard and put in long hours	make needed changes in strategies	work together	perfect their skills
Develops team...	speed	vision	spirit	strategy
As a Leader	D	I	S	C
Is...	Confident about strategy	A creative visionary for the future	Willing to share authority	Well organised and requires it of others
Gets the job done by...	Asserting control to achieve goals	Delegating tasks well, but lack follow-up	Relying on others to do much of the work	Doing tasks themselves

Profile	Characteristic	So you...
D	Concerned with being no.1	Show them how to win
I	Concerned with approval and appearances	Show them you admire and like them
S	Concerned with stability	Show how your idea minimises risk
C	Dislikes aggressive approaches	Approach in non-threatening way



Leadership Development

Team Building
Recruitment
Sales

Conflict Resolutions



DISC PERSONALITY PROFILING



What is it?

History

Benefits

ABOUT

History

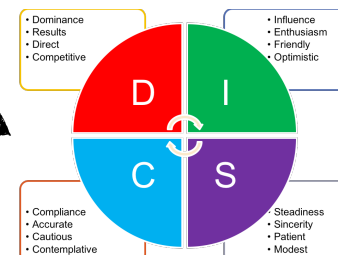
Benefits



BEHAVIOURAL PROFILES

Main Profiles

Examples



"The mind is not a vessel to be filled, but a vessel to be ignited." - Plutarch

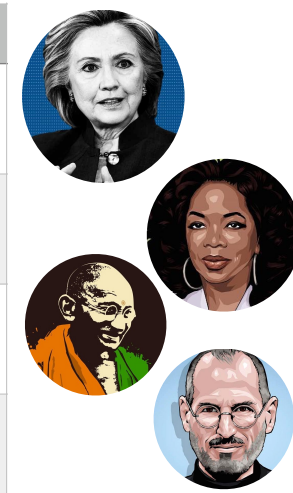
Knowledge management tool used to provide an evaluation of an employee's personal attributes, values and life skills

Used by over 44 million people
Developed by William Marston
No right or wrong answers



1. Improves work productivity, teamwork & communication
2. Understand yourself and others
3. Increase strengths and decrease weaknesses
4. Increase communication, Increase relationships

Profile	Description	Examples
D	Direct, Dominant, Risk-Taker, Visionary	<ul style="list-style-type: none"> Hillary Clinton Lee Kuan Yew Margaret Thatcher
I	Influential, Optimistic, Persuasive, Inspiring	<ul style="list-style-type: none"> Bill Clinton Oprah Winfrey Will Smith
S	Steady, Stable, Patient, Team Player	<ul style="list-style-type: none"> Michelle Obama Gandhi Lee Hsien Loong
C	Conscientious, Careful, Compliant, High Standards	<ul style="list-style-type: none"> Bill Gates Albert Einstein Steve Jobs



"It is simply impossible to become a great leader without being a great communicator." - Mike Myatt

