

# DiSC<sup>®</sup> Assessment

In the space provided below, identify those behaviors that are MOST-TO-LEAST characteristic of you in an idealized situation. Working left to right, assign “4” points to the MOST characteristic behavior, “3” to the next closest characteristic then “2” and finally “1” in your LEAST characteristic behavior.

### Example

Directing	<b>3</b>	Influencing	<b>4</b>	Steady	<b>1</b>	Cautious	<b>2</b>
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Column one		Column two		Column three		Column four	
Directing		Influencing		Steady		Cautious	
Decisive		Optimistic		Patient		Restrained	
Daring		Enthusiastic		Stabilizing		Analytical	
Competitive		Talkative		Accommodating		Precise	
Forceful		Charming		Easygoing		Curious	
<b>Total</b>		<b>Total</b>		<b>Total</b>		<b>Total</b>	

- Place the total number for each column in the blank space at the bottom of the column.
- Check the accuracy by adding all the columns together. When all four columns are added together, the total should be 50.

### How to determine your “CORE” style:

- If your highest column TOTAL is under column one, you are a **Driver (D)**, (results-oriented, direct)
- If your highest column TOTAL is under column two, you are an **Influencer (I)**, (friendly, optimistic)
- If your highest column TOTAL is under column three, you are **Steady (S)**, (patient, sincere)
- If your highest column TOTAL is under column four, you are **Cautious (C)**, (accurate, contemplative)