

Overview Highlights of DISC

Presented by : Bill Asbi, www.billasbi.com
Source: www.discprofile.com

Dominance (D) – Describes how people respond to problems & challenges.

Influence (I) – Describes how people influence others to their point of view.

Steadiness (S) – Describes how people respond to the pace of the environment.

Conscientious (C) – Describes how people respond to rules & regulations set by others.

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William Moulton Marston

AB (1915), LL.B (1918), Ph.D. (1921)

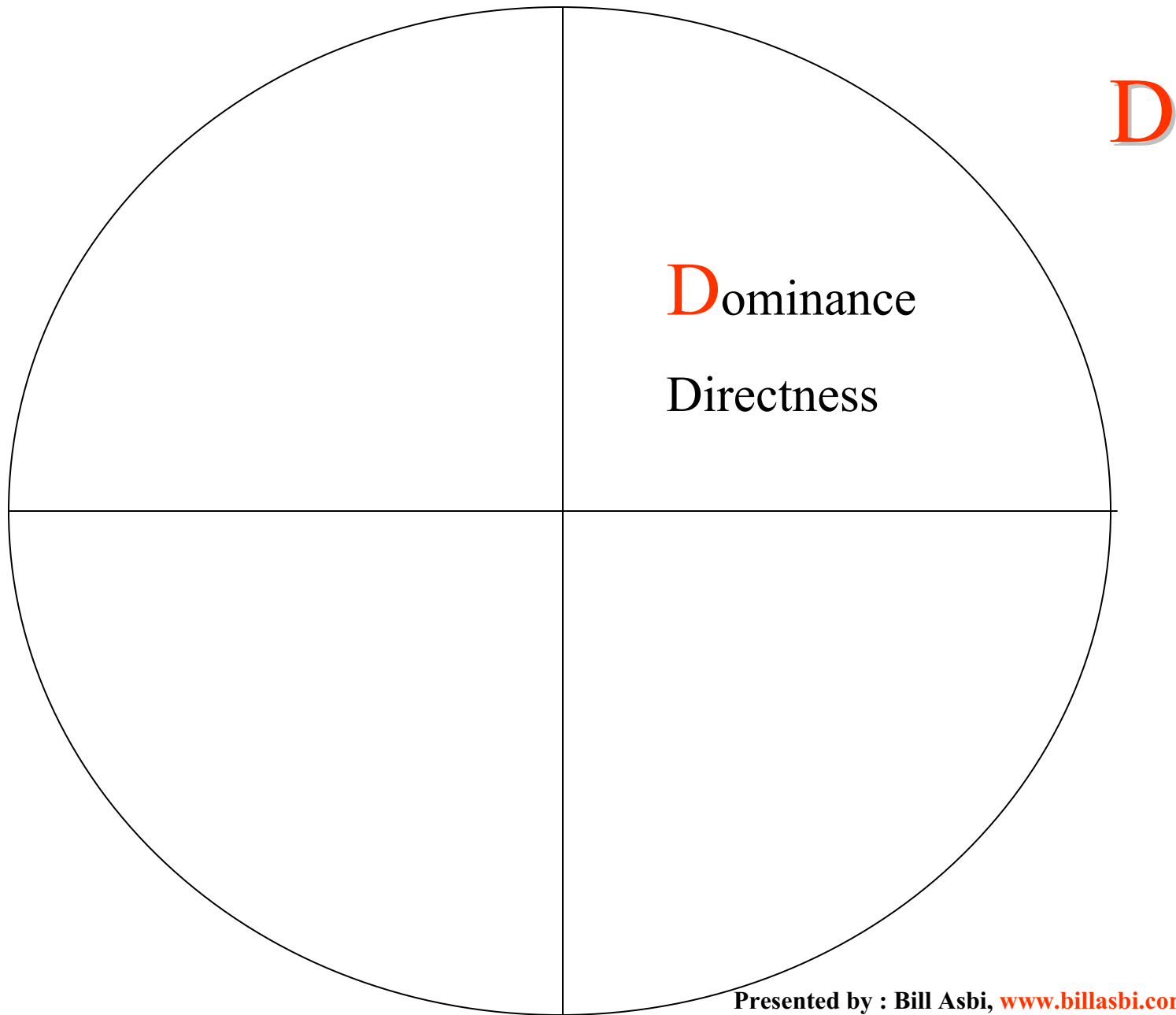
- 1928 Book [The Emotions of Normal People](#)
- 1930 Book [The Art of Sound Pictures](#) with Walter Pitkin
- 1931 Book [Integrative Psychology](#) with Marston & King
- 1932 Book [The Psychology of Consciousness](#) with C Daly King
- 1932 Book [The Private Life of Julius Caesar – Venus with Us](#)
- 1936 Book [You Can Be Popular](#)
- 1938 Book [Try Living](#)
- 1938 Book [The Lie Detector](#)
- 1941 Book [March On](#)
- 1941 Comic Strip [Wonder Woman](#) Pen Name, Charles Moulton
- 1943 Book [F.F. Proctor Vaudeville Pioneer](#) with John Feller

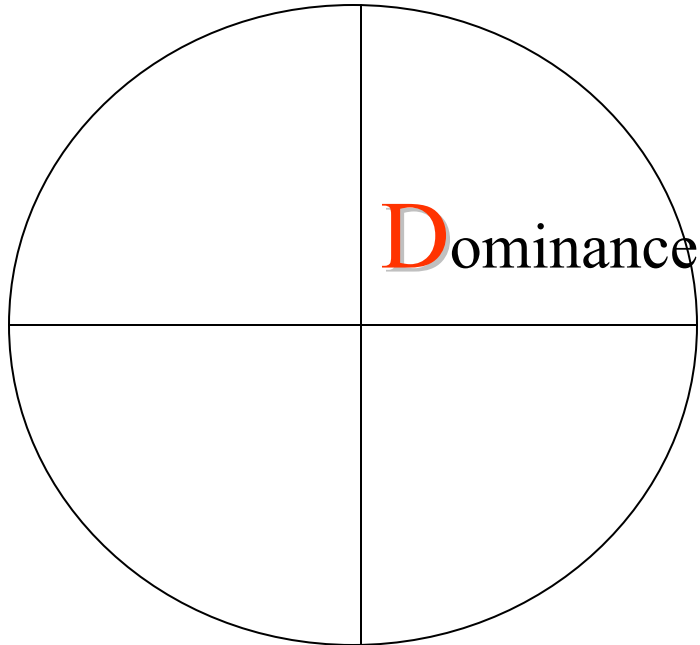
Basic Concepts OF MOTIVATIONAL BEHAVIOR

- You cannot motivate other people.
- All people are motivated.
- People do things for their own reasons, not yours.
- A person's strength overused may become a limitation.

Basic Concepts OF MOTIVATIONAL BEHAVIOR

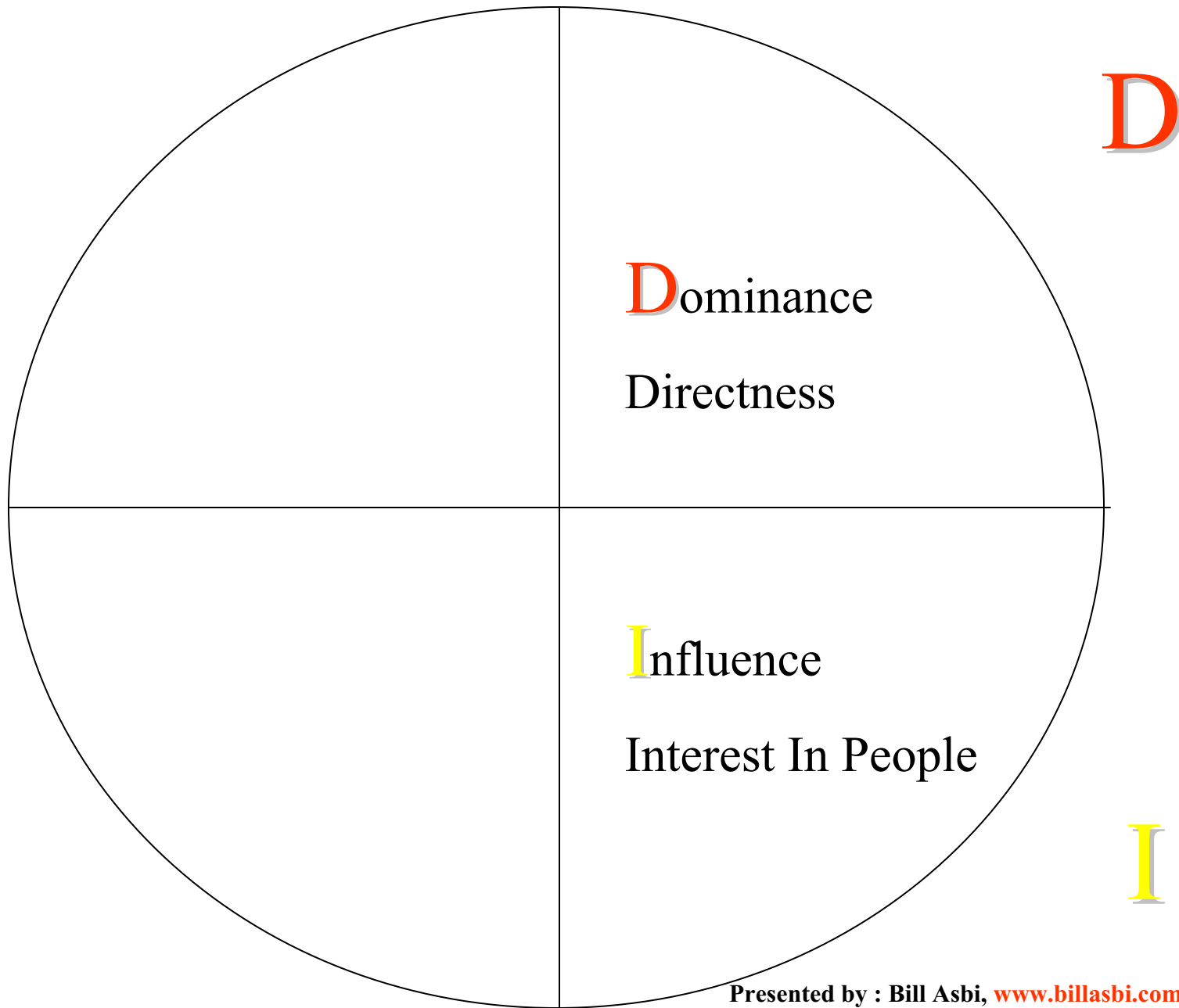
- If I know more about you than you know about me, I can control the conversation.
- If I know more about you than you know about yourself, I can control...

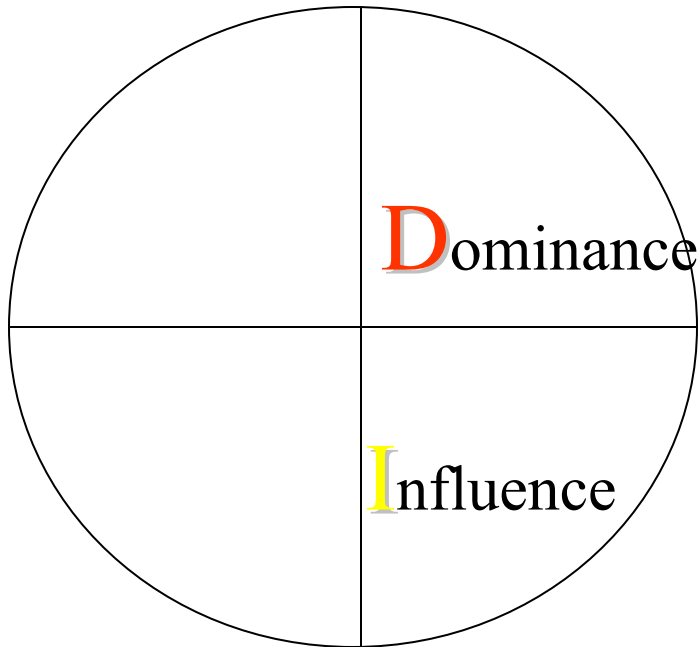




D Behavior Tendencies:

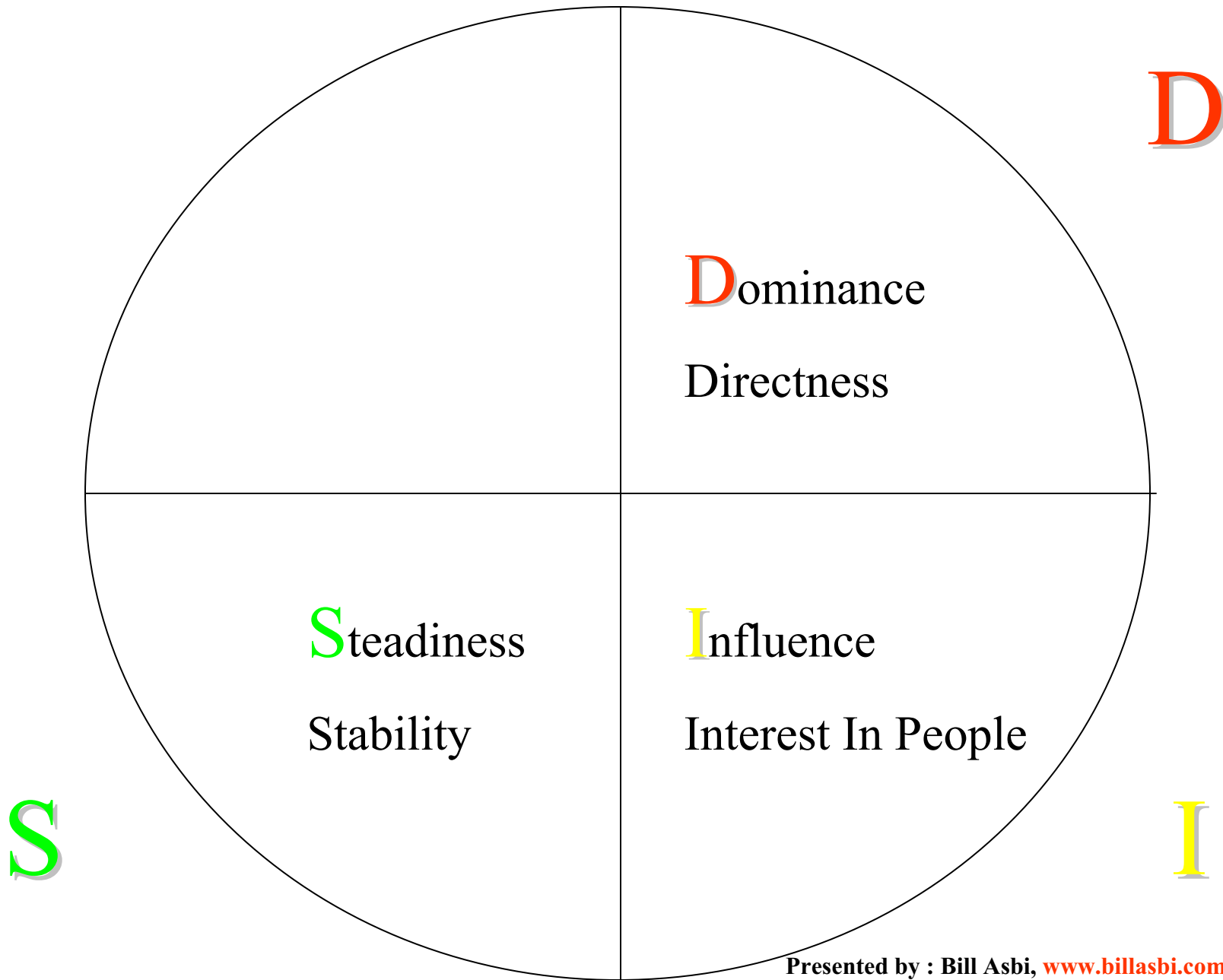
1. Impatience
2. High Ego Strength –
High in Self-Confidence
3. Desire Change – Can
Make Decisions on Very
Few Facts
4. Need Direct Answers
5. Fear Being Taken
Advantage Of

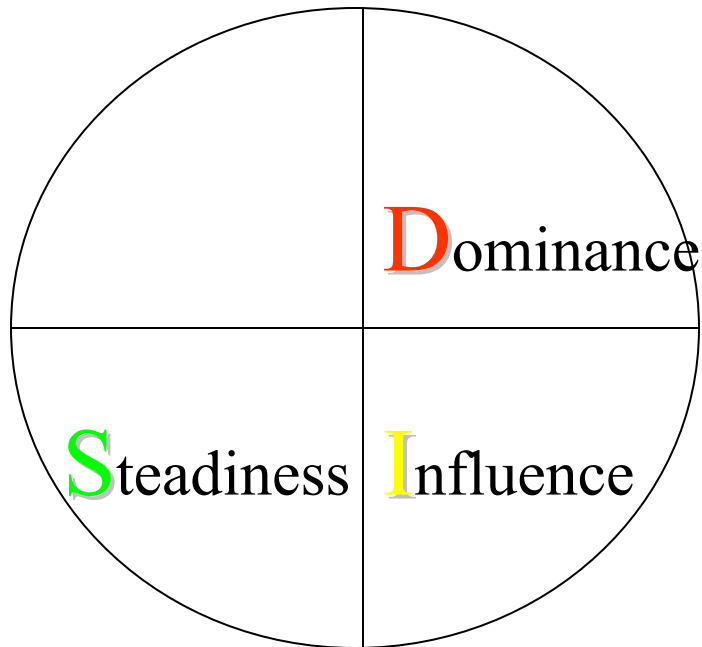




I Behavior Tendencies:

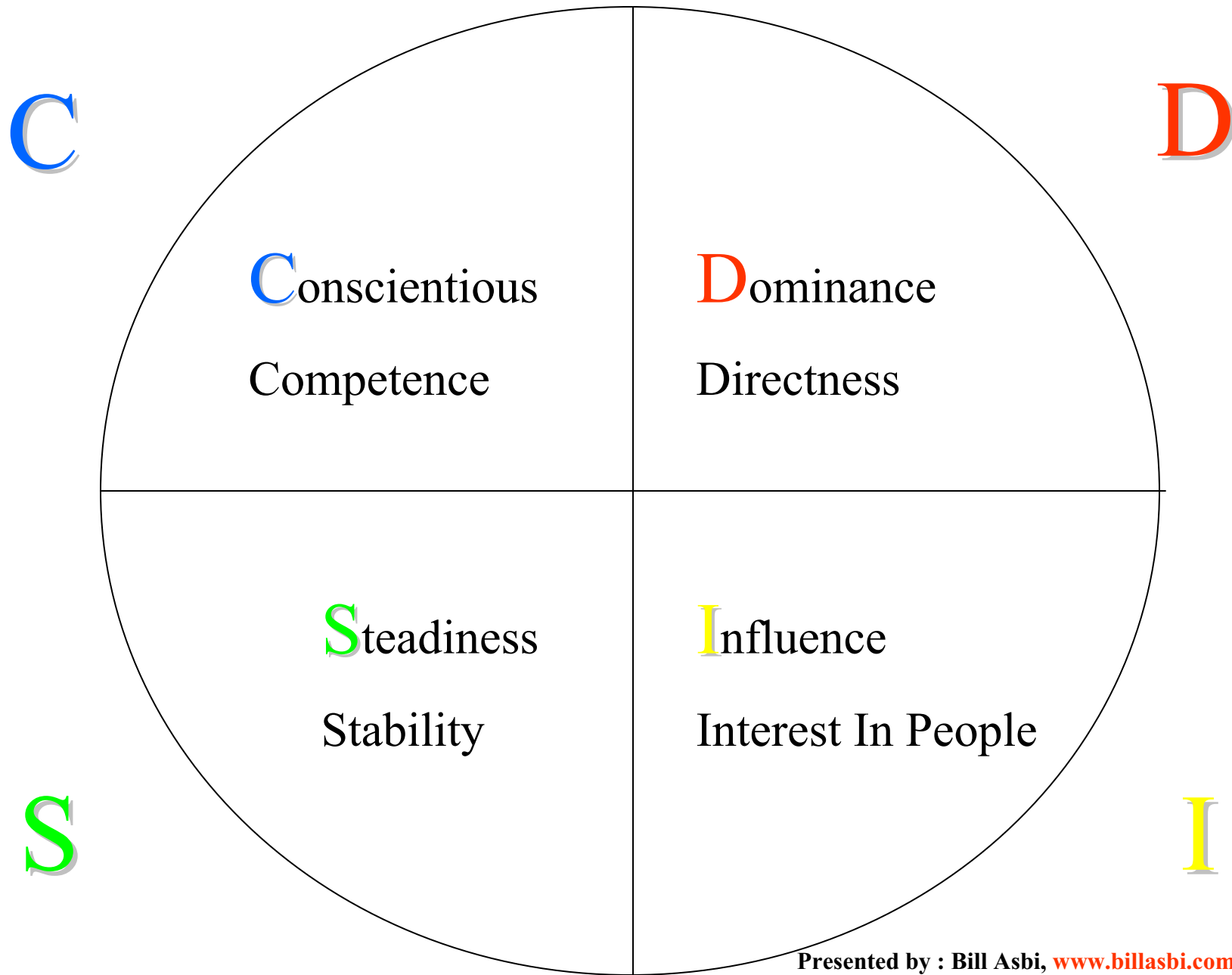
1. Emotional
2. People-Oriented – Persuasive – Often Have Ideas
3. Disorganized
4. Optimistic – Can Make Decisions on Whether It Sounds Good
5. Fear Loss of Social Approval

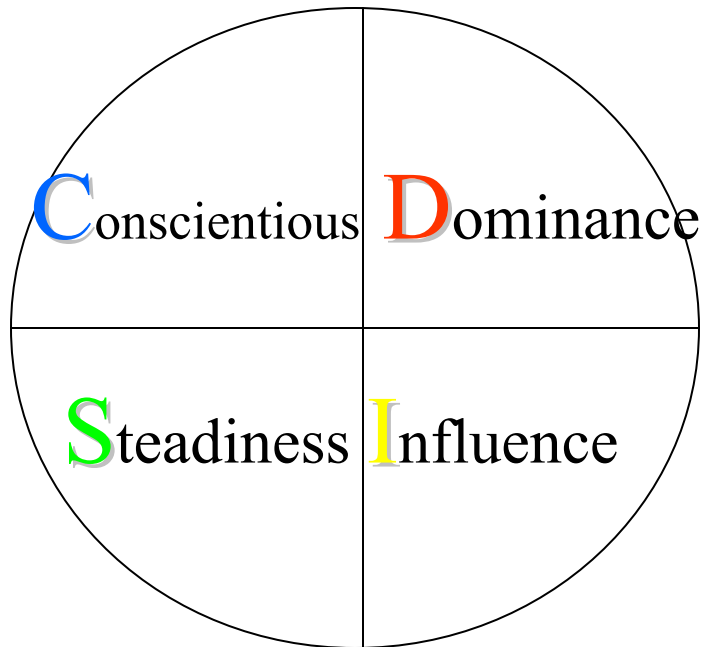




S **Behavior Tendencies:**

1. Loyal – Team Person –
Good Listener - Patient
2. Family Oriented
3. Possessive
4. Slow to Change – Base
Decisions on Their Trust
in You
5. Fear Loss of Security





C Behavior Tendencies:

1. Perfectionist
2. Sensitive
3. Accurate – Base
Decisions on Information
– Pros & Cons
4. Need Many Explanations
5. Fear Criticism of the Job