

Fundamentals 1

Your DiSC® Style

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Welcome! In a separate window, please log on to the Catalyst™ platform: catalyst.everythingdisc.com

Catalyst

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Goals



- Learn the basics of DiSC®
- Identify your style and explore its impact
- Start bringing DiSC into your everyday interactions
- Use the Catalyst™ platform to learn about your colleagues

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Introduction to DiSC®



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How You See Yourself

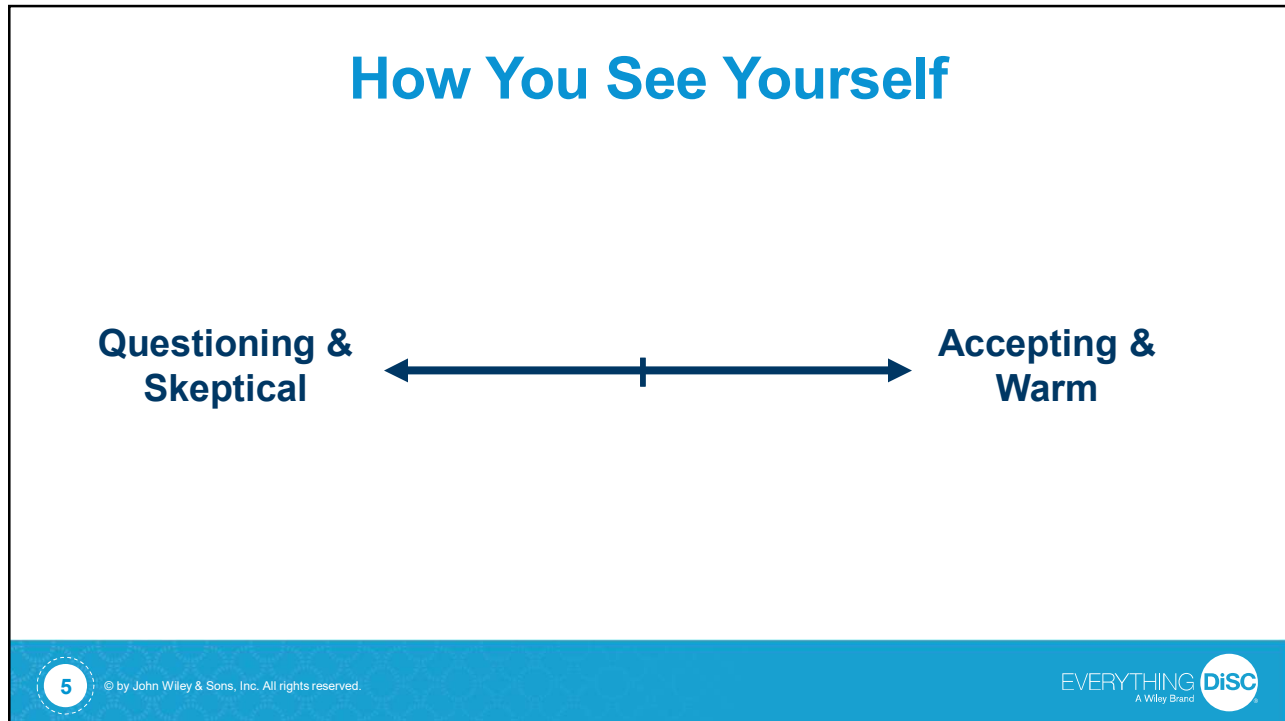
Fast-paced & Outspoken



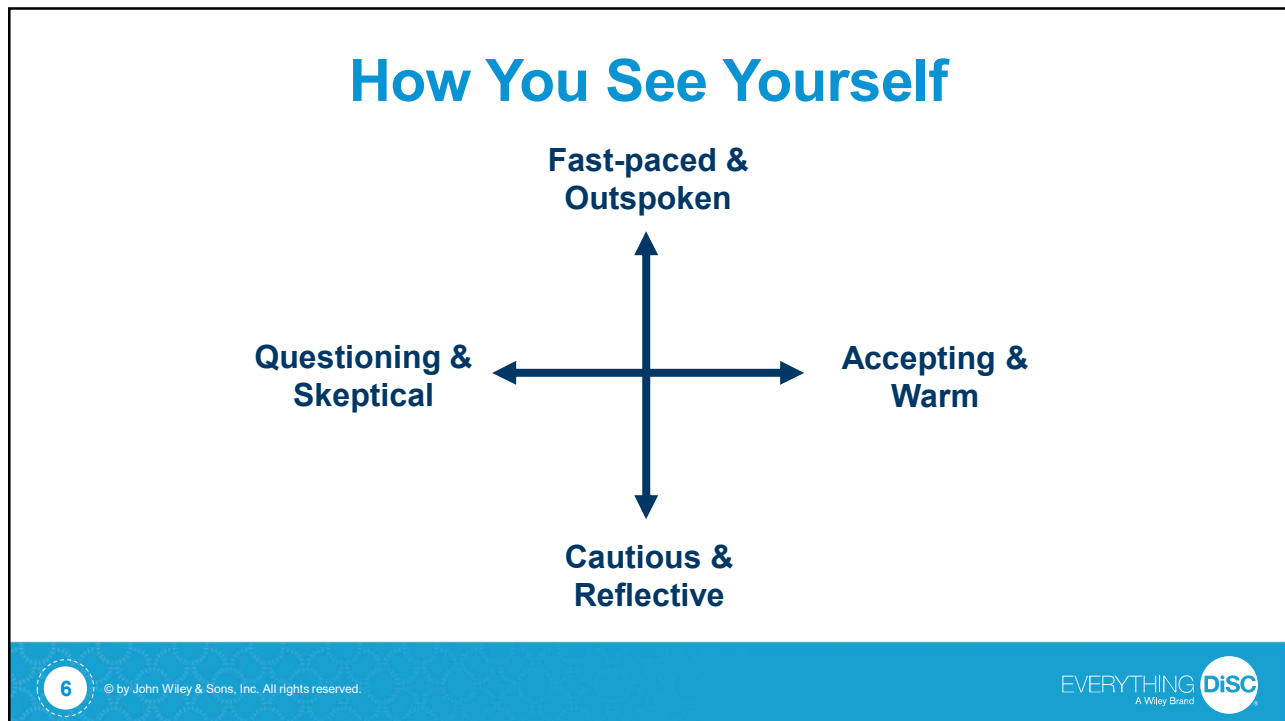
Cautious & Reflective

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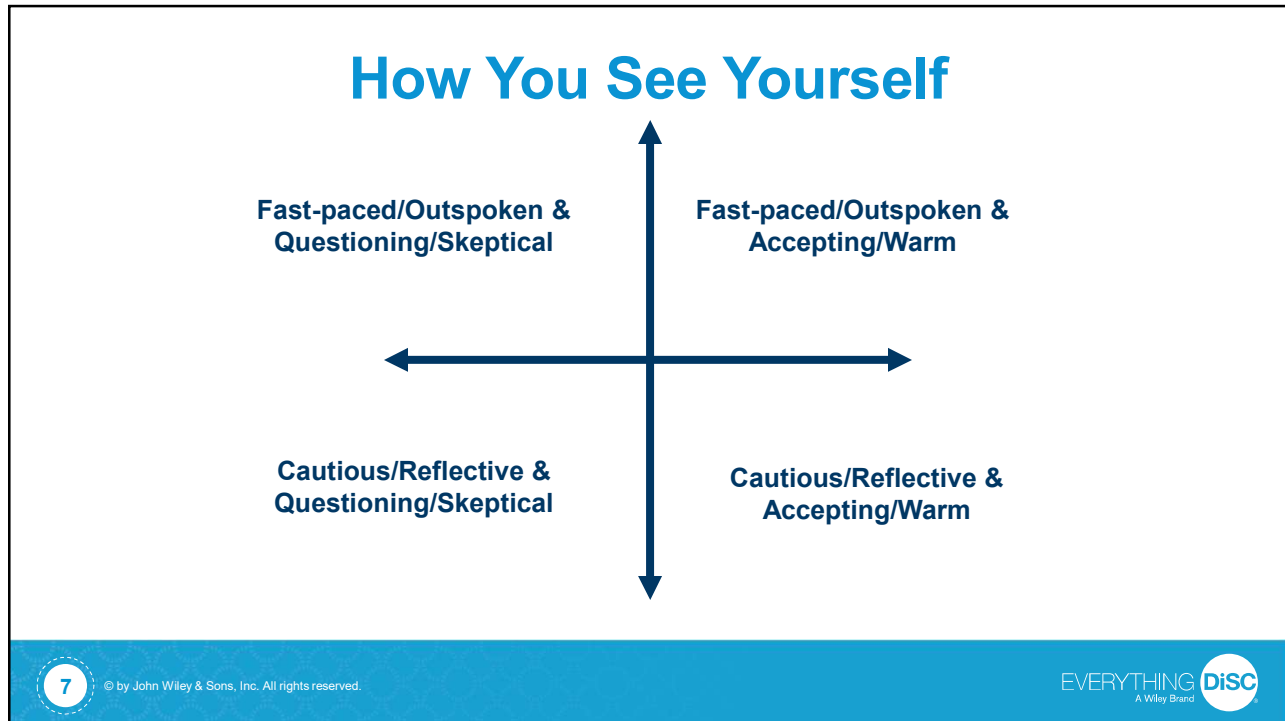
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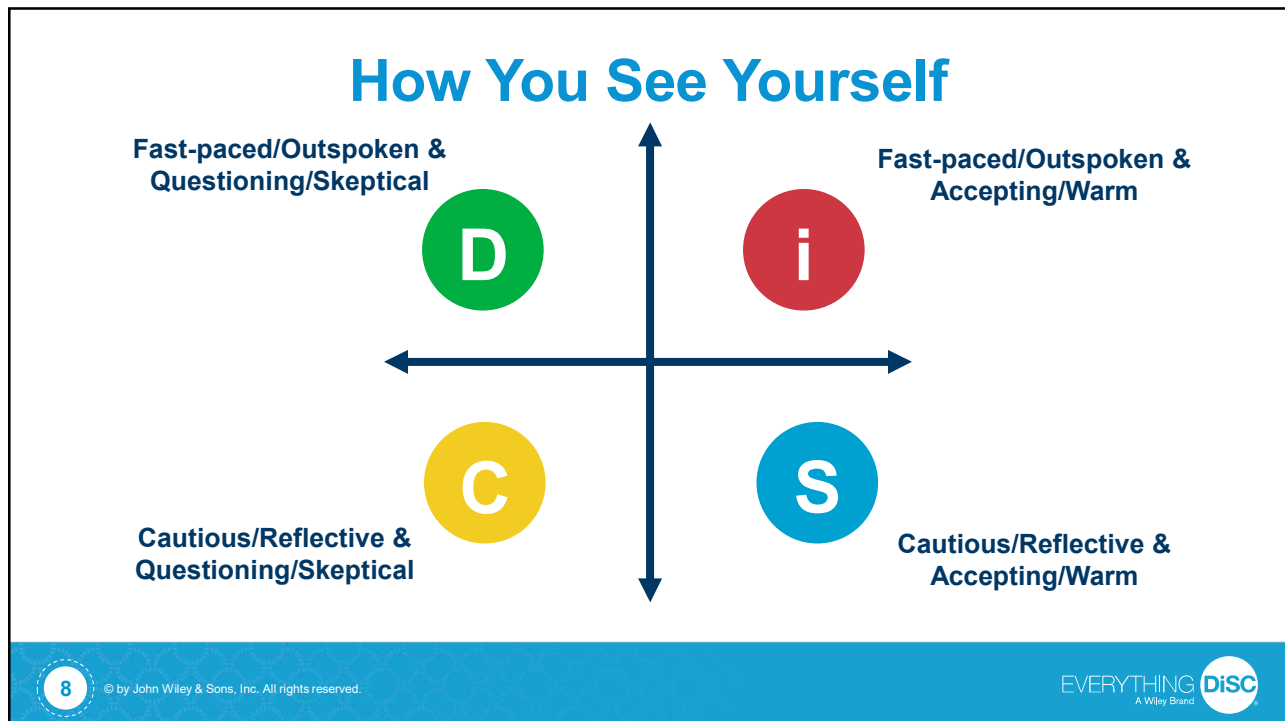
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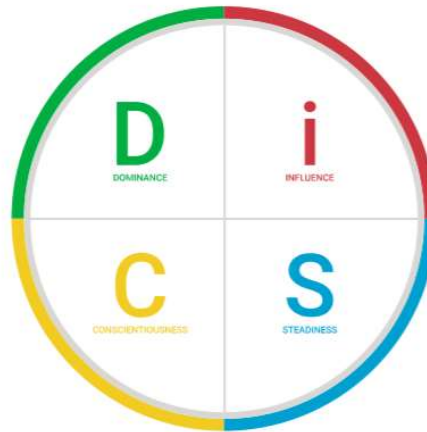
The DiSC® Model

DOMINANCE

- Direct
- Firm
- Strong-willed
- Forceful
- Results-oriented

CONSCIENTIOUSNESS

- Analytical
- Reserved
- Precise
- Private
- Systematic



INFLUENCE

- Outgoing
- Enthusiastic
- Optimistic
- High-spirited
- Lively

STEADINESS

- Even-tempered
- Accommodating
- Patient
- Humble
- Tactful

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Cornerstone Principles

- All DiSC® styles are equally valuable, and everyone is a blend of all four styles
- The way you work is also influenced by other factors such as life experiences, education, and maturity

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Your DiSC[®] Style

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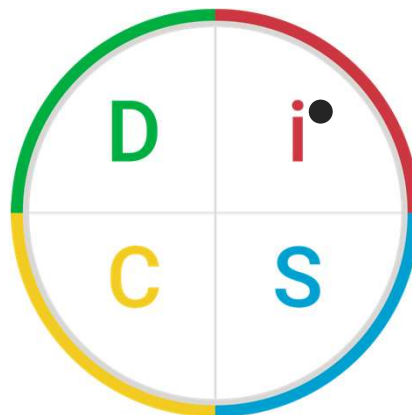
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Your DiSC[®] Style



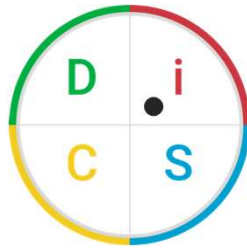
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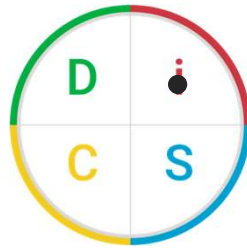
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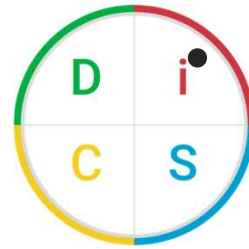
Your Inclination



Slight



Moderate



Strong

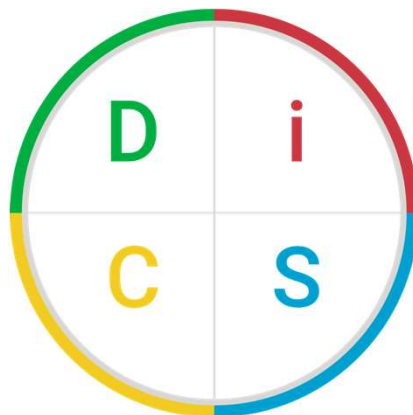
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Share Your DiSC® Style



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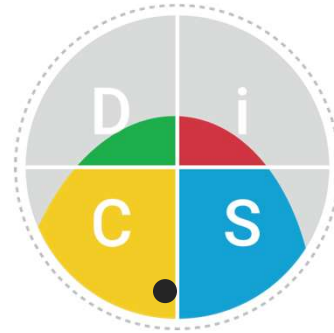
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Your DiSC® Style

- View your DiSC® map and shading
- Your shading represents your comfort zone



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Your DiSC® Style

Your style story

- Review your style story
- Jot down the two or three ideas that resonate most with you



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Group Discussion

Your style story

Share insights from your style story with the group



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Go Further

Catalyst™ platform

Check out your style podcast for additional insights into your DiSC® style

Look at DiSC-ology section for history, theory, research and validation info



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My Style Guide: Tips for Working with Me

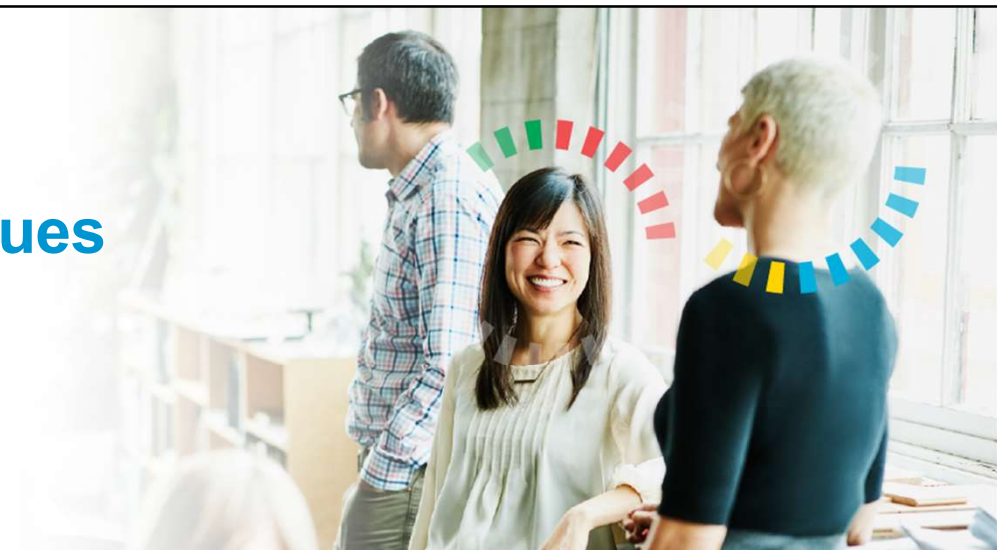
1 - Draw your dot in the DiSC Map

2 - Write down 3 things your colleagues should know about working with you



Fundamentals 2

Your Colleagues



Welcome! In a separate window, please log on to the Catalyst™ platform: catalyst.everythingdisc.com

Your Similarities and Differences

Go to: catalyst.everythingdisc.com

Partner discussion in “Your colleagues” section:

- Look at “Your similarities & differences”
- What information would be most important to keep in mind when working together?



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Explore Continua

Review your continua and determine what...

- Has the biggest impact on your working relationship
- Shows the two of you farthest apart or closest together
- Is most relevant to the challenges of working together



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Going Forward

Next steps

- Continue using the Catalyst™ platform to learn about yourself & colleagues
- Practice using DiSC so that it becomes a “common language”
- Listen to your unique style podcast in Catalyst™
- Post your “Style Guide” where others can see it
- Repeat – return & learn!!

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Thanks & Let's Connect!



Mike Todd

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