



# DISC TIPS



April 14, 2009

## Do You Deal with a "D"?

What is a "D"? - Dominant

*They are driven by results, competitive, logical & decisive.*

### How to Spot a "D":

**Conversation:** Charges right into issue.

**Example:** "Market's going down, how are you?"

**Pace:** Fast & abbreviated.

**Example:** "Susan? Dan. Bob there?"

**Tone:** All business, confident, demanding.

**Focus:** Solve problems...quickly!

**Power Cues:** They determine time & place.

**Example:** "I'll call you at 3:00 PM tomorrow."

### How to Talk with a "D":

**Approach:** ABC's - Be Abridged, Brief & Concise.

**Wants to Know:** What it does, by when, and what it costs.

**Pace:** Maintain fast pace or be perceived as incompetent.

**Provide:** Options & supportive analysis.

**Save Them Time:** Be efficient & help them accomplish their goals.

Have a great DISC email story?

Please share with your HR / Training Department!

### Attention HR Trainers ONLY

Need of more DISC assistance?

Email me at [bonnie@discprovideronline.com](mailto:bonnie@discprovideronline.com)

or visit [www.DISCProviderOnline.com](http://www.DISCProviderOnline.com)

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### DISC QUICK TIPS ✓

**D** PRIORITY: Solve Problem BE: Bottom Line

**I** PRIORITY: People BE: Engaged

**S** PRIORITY: Plan BE: Organized

**C** PRIORITY: Procedures BE: Accurate

**D**ominant **I**nteractive  
**S**teady **C**ompliant