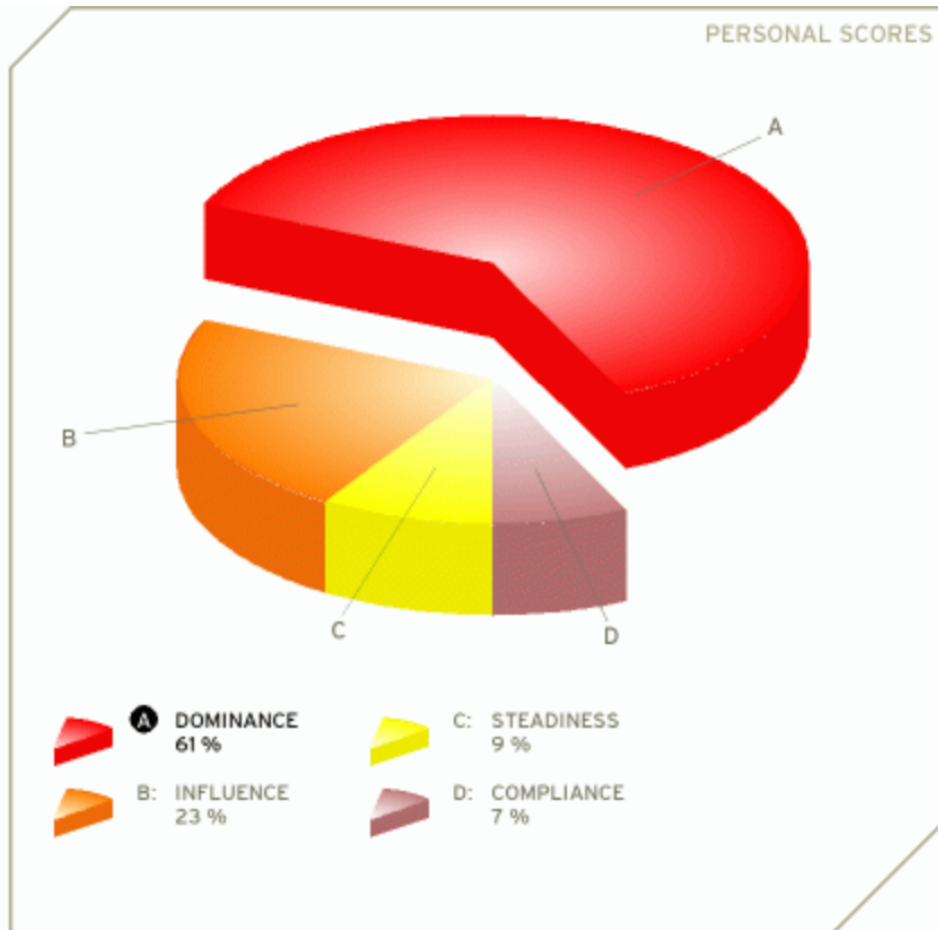


Fig. 1  
DISC PERSONALITY



## DISC Personality Model

To help you understand the DISC model of personality here are definitions of the four factors measured.

### **Dominance**

Describes the way you deal with problems, assert yourself and control situations.

### **Influence**

Describes the way you deal with people, the way you communicate and relate to others.

### **Steadiness**

Describes your temperament - patience, persistence, and thoughtfulness

### **Compliance**

Describes how you approach and organize your activity, procedures and responsibilities.