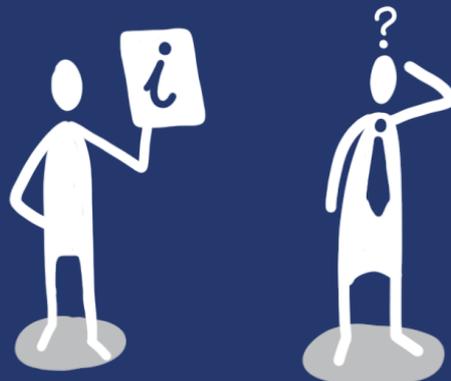




TRAINING COURSE

# The PRACTICE of INFORMING POLICY through EVIDENCE



- The DISC Model -

Name:

## Exercise - Speed dating, using the DISC Model

Course book, page 39

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# DISC<sup>1</sup> INSTRUCTIONS

Look at each horizontal line with four characteristics and identify, for yourself, which one best suits your natural behaviour and which one suits you the least.

Work from left to right and give “4” points to the characteristic that suits the BEST, then “3”, “2” and finally “1” for the characteristics that suits you the LEAST.

## Example:

4	Leading	2	Influential	3	Regular	1	Careful
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## DISC test:

	1 (D)		2 (I)		3 (S)		4 (C)
	Leading		Influential		Regular		Careful
	Self-confidence		Optimistic		Well Considered		Controlled
	Adventurous		Enthusiastic		Predictable		Logical
	Convincing		Open		Patient		Analytical
	Boldly		Impulsive		Evenly		Exactly
	Busy		Emotionally		Protective		Doubtful
	Competitive		Seduce		Supportive		Curious
	Assertive		Chatty		Modest		Tactful
	Investigative		Charming		Accommodating		Consistent
	Powerful		Sensitive		Sincere		Perfectionist
	<b>TOTAL</b>		<b>TOTAL</b>		<b>TOTAL</b>		<b>TOTAL</b>

Make a total per column. The grand total the four columns is 100, if not, you have not filled in the table correctly.

Look at the column with the highest number (sometime two that are close to each other or sometime even three).

<sup>1</sup> <https://salesbox.com/identify-lead-behavior/>