

BEHAVIOR STYLES

DISCover Your Style:
You'll likely see
yourself most in one or
two of the categories

DISC BEHAVIORS – DISCOVER YOURS

DOMINANCE

DOMINANCE REFERS TO HOW YOU APPROACH PROBLEMS AND CHALLENGES

WHERE DO YOU SEE YOURSELF?

DO YOU RELATE MORE WITH HIGH D OR LOW D?

High Dominance: Direct

Descriptions: Opinionated, Takes Initiative, Decisive, Pioneering, Competitive, Task/Results Oriented, Adventurous, Problem Solver

Low Dominance: Reflective

Descriptions: Cooperative, Agreeable, peaceful, Collaborative, Inquisitive, Accommodating, Calm, Mild, Undemanding, Modest,

INFLUENCING

INFLUENCE DESCRIBES HOW YOU PERSUADE OTHERS TO YOUR POINT OF VIEW

WHERE DO YOU SEE YOURSELF?

DO YOU RELATE MORE WITH HIGH I OR LOW I?

High Influencing: Enthusiatic

Descriptions: Outgoing, Optimistic, Charming, Poised, Convincing, Inspiring, Trusting, Animated, Persuasive, Charming

Low Influencing: Cautious

Descriptions: Reserved, Pragmatic, Objective, Skeptical, Factual, Critical, Overly Serious

STEADINESS

STEADINESS ADDRESSES YOUR DESIRED PACE AND CONSISTENCY

WHERE DO YOU SEE YOURSELF?

DO YOU RELATE MORE WITH HIGH S OR LOW S?

High Steadiness: Steady

Descriptions: Patient, Relaxed, Team Player, Friendly, Good listener, Sincere, Humble, Loyal

Low Steadiness: Driving

Descriptions: Change agent, Intense, High urgency, Active, Versatile, Flexible, Adaptable

COMPLIANCE

COMPLIANCE REFERS TO HOW YOU RESPOND TO PROCEDURES AND CONSTRAINTS SET BY OTHERS

WHERE DO YOU SEE YOURSELF?

DO YOU RELATE MORE WITH HIGH S OR LOW S?

High Compliance: Precise

Descriptions: Accurate, Analytical, Conscientious, Diplomatic, High Standards, Detail Oriented, Prepared, Cautious and Careful

Low Compliance: Pioneering

Descriptions: Out of Box thinker, Bold, Resourceful, Risk taker, Independent, Uninhibited, Self-reliant

**NOW THAT YOU KNOW YOUR BEHAVIOR STYLE,
DISCOVER SOLUTIONS FOR MANAGING YOUR STRESS STYLE**

Find out more about the behaviors, motivators, skills and strength of your family members to improve communication, reduce stress and plan for your family's future.

Email: Carrie@GetUnitedMomentum.com

STRESS STYLES

Tips for managing YOUR Style

You may resonate with one or two categories most strongly

DOMINANCE

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
High D's Direct Competitive	<ul style="list-style-type: none"> Not feeling in control (external). Feeling helpless/ can't take action. Not being communicated with. 	<ul style="list-style-type: none"> Angry Exaggerate Focus on self Don't listen well 	<ul style="list-style-type: none"> Exercise Praise them for taking actions that they can. Don't order them, ask them questions. Let them lead something.

TALK ABOUT AND WRITE DOWN YOUR OWN UNIQUE STRESS TIPS

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
Low D Cooperative Agreeable	<ul style="list-style-type: none"> Anger-charged situations. Being challenged/ bossed around. High Ds! 	<ul style="list-style-type: none"> Withdraw Passive Aggressive Blow-up under extreme pressure 	<ul style="list-style-type: none"> Give space for collaborative ideas. Quieter/ calmer voices. Activities with everyone succeeding.

TALK ABOUT AND WRITE DOWN YOUR OWN UNIQUE STRESS TIPS

INFLUENCING

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
Low I Reserved Matter-of-Fact	<ul style="list-style-type: none"> Group activities. Activities with prolonged interaction. Leaving the zoom video on. High I's trying to get them to verbalize feelings and participate. 	<ul style="list-style-type: none"> Withdraw even more. Speak softly. Note: <i>this is very dependent on their other DISC styles.</i> 	<ul style="list-style-type: none"> Writing/ journaling/ drawing. Opportunities to demonstrate learning other than verbally. Alone time.

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
High I Friendly Enthusiastic	<ul style="list-style-type: none"> Being/ feeling alone. Having to "bottom-line" their thoughts/ actions/ conversation. Having hard deadlines. 	<ul style="list-style-type: none"> Talk too much and faster. Act impulsively. Think less before speaking. Mask their sadness. 	<ul style="list-style-type: none"> Interact with others. Take frequent breaks from focused activities. Praise them and provide enthusiastic feedback. Have a fun experience or conversation!

STEADINESS

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
High S Patient Consistent	<ul style="list-style-type: none"> Chaos and change. Feeling out of control (internal). No time to plan. Feeling rushed. Surprises. 	<ul style="list-style-type: none"> Get more controlling externally. Internalize emotions. Take things personally. 	<ul style="list-style-type: none"> Figure out what you can control. Create a new schedule. Take personal time. Create a list and check off one task at a time.

TALK ABOUT AND WRITE DOWN YOUR OWN UNIQUE STRESS TIPS

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
Low S Flexible Restless	<ul style="list-style-type: none"> Feeling confined. Unvarying work routines. Highly structured activities. Minimal choice or flexibility. 	<ul style="list-style-type: none"> Even more impulsive. Excessively show emotion. Create chaos. Become frantic/ scattered. 	<ul style="list-style-type: none"> Flexible activities with choices. Activities with physical movement. Change locations. Spontaneous (yet safe) action.

COMPLIANCE

TALK ABOUT AND WRITE DOWN YOUR OWN UNIQUE STRESS TIPS

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
High C Precise Cautious	<ul style="list-style-type: none"> Not having enough or accurate information. Tasks without clear expectations. Risky situations. Perceived failure. Heightened emotion. 	<ul style="list-style-type: none"> Either withdraw or ask a lot of questions. Decision Paralysis. Become more self-critical. 	<ul style="list-style-type: none"> Provide them with all the details they need or the space to gather that. Give authentic validation. Give them a clear road map to success. Help them feel seen and heard.

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
Low C Unsystematic Independent	<ul style="list-style-type: none"> Lots of rules. Detail and precision. Too many questions. Mistakes are viewed as failures. 	<ul style="list-style-type: none"> Take risks Ignore important details. Act out in one of their high DISC styles. 	<ul style="list-style-type: none"> Look for where you have freedom. Being able to focus on results not process. Focus on the big picture. Dream with me!

Find out more about the behaviors, motivators, skills, and strength of your family members to improve communication, reduce stress, and plan for your family's future.

Learn more about the Family Indigo Assessment Process

Email: Carrie@GetUnitedMomentum.com