

The Maxwell **DISC** Method

Personality Indicators Overview



	Personalities			
	D = Dominant	I = Influencing	S = Steady	C = Compliant
Fuel/Energy	Results	Fun	Peace/Harmony	Correct Answers
Seeks	Control	Recognition	Acceptance	Accuracy
Strengths	Administration Leadership Determination	Persuading Enthusiasm Entertaining	Listening Teamwork Follow-through	Planning Systems Orchestration
Challenges	Impatient Insensitive Poor Listener	Lack of Detail Short Attention Span Low Follow-through	Oversensitive Slow to Begin Dislike Change	Perfectionist Critical Unresponsive
Dislikes	Inefficiency Indecision	Routines Complexity	Insensitivity Impatience	Disorganization Impropriety/Unethical
Decisions	Decisive	Spontaneous	Conferring	Methodical
Greatest Fear	Being Taken Advantage Of	Rejection	Loss of Security	Criticism