

D.I.S.C. STYLE COMMUNICATION PREFERENCES

Voice:

Slow pace
Competent

Do's for Communicating:

Expect them to want a lot of information
Do respond logically

Don'ts for Communicating:

Don't be too personal or informal
Don't get too close to them
Don't be disorganized

Voice:

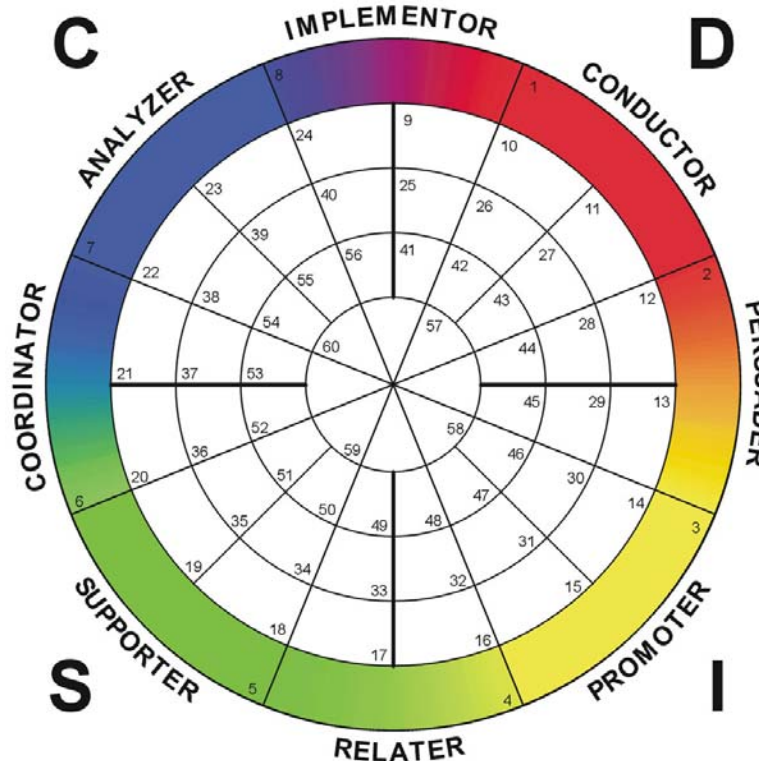
Slower pace
Warm

Do's for Communicating:

Expect them to be calm and methodical
Do listen attentively

Don'ts for Communicating:

Don't force a quick response
Don't interrupt them
Don't mistake their willingness to go along for satisfaction



Voice:

Rapid pace
Limit emotion

Do's for Communicating:

Expect them to be blunt
Be quick

Don'ts for Communicating:

Don't ramble or chitchat
Don't waste time
Don't offer assurances you can't deliver

Voice:

Rapid pace
Friendly

Do's for Communicating:

Expect them to show emotions
Be empathetic

Don'ts for Communicating:

Don't be curt or cold
Don't be too businesslike
Don't be impersonal or talk down to them