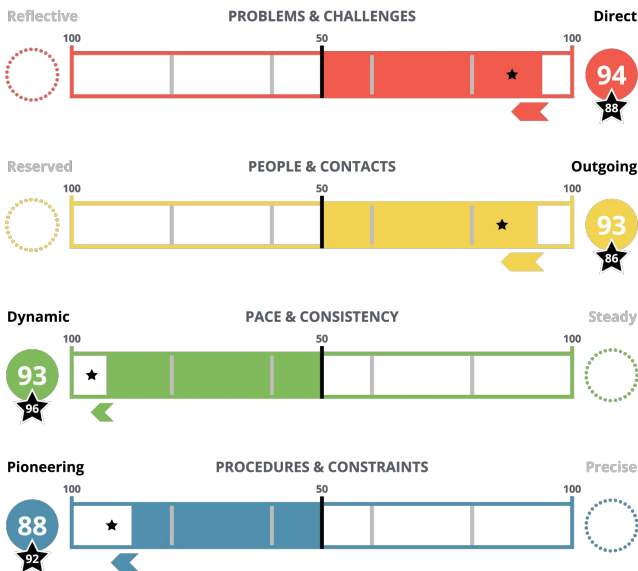


DISC Behavioral Continuum



What is the Behavioral Continuum?
The horizontal behavioral continuum is a new view of DISC with descriptors for increased understanding.

The most exciting part of this new continuum is the elimination of high and low scores. Instead of an individual being a “low D”, for example, you now have the language and tools to explain that they are somewhat Reflective when it comes to Problems and Challenges.

DISC Definitions



Direct

How people prefer to address problems and challenges; aggressive, head-on, in a straightforward manner without changing direction and without stopping until it is solved.

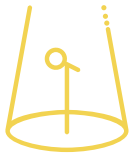
People with a very Direct score tend to be assertive and fast-acting (take charge) with problems and challenges.



Reflective

How people prefer to address problems and challenges; purposefully, contemplative, deliberate, introspective, and thoughtful style.

People with a very Reflective score tend to be indirect, restrained and low-key with problems and challenges.



Outgoing

How people prefer to address people and contacts; open, lively, communicative, optimistic, approachable.

People with a very Outgoing score tend to be sociable, open and animated with people and contacts.



Reserved

How people prefer to address people and contacts; realistic, pragmatic, soft-spoken, quiet, poised.

People with a very Reserved score tend to be skeptical, slow to trust and reserved with people and contacts.



Steady

How people prefer to address pace and consistency; predictable, consistent, familiar, even, patient.

People with a very Steady score tend to be steady, easy-going and look to establish a rhythm in response to pace and consistency.



Dynamic

How people prefer to address pace and consistency; variable, adjustable, energetic, quick, versatile, excited.

People with a very Dynamic score tend to be active, spontaneous and eager for change as it relates to pace and consistency.



Precise

How people prefer to address procedures and constraints; specific, exacting, compliant, by the numbers, by the book.

People with a very Precise score tend to be careful, analytical and accurate in response to procedures and constraints.



Pioneering

How people prefer to address procedures and constraints; spontaneous unconstrained, carefree, experimental, trial and error.

People with a very Pioneering score tend to be unconventional, independent and flexible in response to procedures and constraints.