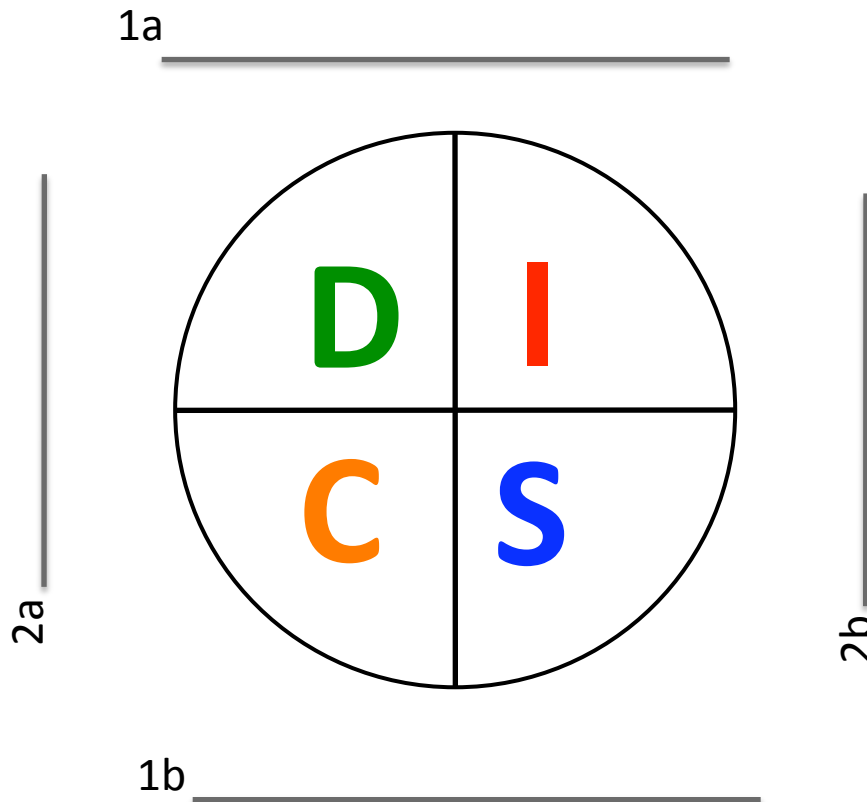


**Get People Smart**  
*Utilizing the DiSC® Behavioral Styles*



**PEOPLE-READING**

To read the DiSC® styles, ask yourself these 2 questions:

<b>Question #1</b>	<i>Fast paced</i>	OR	<i>Slow paced</i>
	<i>Outspoken</i>		<i>Soft-spoken</i>
<b>Question #2</b>	<i>Matter-of-fact</i>	OR	<i>People-oriented</i>

# Tips to Engage the DiSC® Styles

## **D**OMINANCE

Goal: \_\_\_\_\_

Remember to.....

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## **I**NFLUENCE

Goal: \_\_\_\_\_

Remember to.....

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- 
- 
- 

## **C**ONSCIENTIOUSNESS

Goal: \_\_\_\_\_

Remember to.....

- 
- 
- 
- 

## **S**TEADINESS

Goal: \_\_\_\_\_

Remember to.....

- 
- 
- 
-



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**The "People Smarts" chapter starts on p.133.**

Price: \$24.95

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Assess your DiSC® Style with a research-validated online assessment. Receive a 23-page sales-specific report that helps salespeople understand: themselves, their customers, their relationships

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### Everything DiSC® for Management Profile



Assess your DiSC® Management Style with a research-validated online assessment. Everything DiSC® Management teaches managers how to bring out the best in each employee. By building awareness, this profile help managers to develop their management styles, improve communication, and increase employee engagement.

Price: \$77.50 , **TODAY'S SPECIAL: \$59**

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Price: \$77.50 , **TODAY'S SPECIAL: \$59**