

# DISC Profile

**Directions:** Read carefully each group of four phrases. Select the words that most describe you in the home or job setting. Depending upon which focus you choose, circle an "M" by the words that most describe you. Then circle an "L" by the words that least describe you. Remember only one most (M) and one least (L) for each group. See the example to the right before starting.

<input checked="" type="radio"/> M	<input type="radio"/> L	Gentle, kindly
<input type="radio"/> M	<input type="radio"/> L	Persuasive, convincing
<input type="radio"/> M	<input type="radio"/> L	Humble, reserved, modest
<input type="radio"/> M	<input checked="" type="radio"/> L	Original, inventive, individualistic

NAME: \_\_\_\_\_

<input type="radio"/> M	<input type="radio"/> L	Gentle, kindly	<input type="radio"/> M	<input type="radio"/> L	Aggressive, challenger, takes action
<input type="radio"/> M	<input type="radio"/> L	Persuasive, convinces others	<input type="radio"/> M	<input type="radio"/> L	Center of attention, outgoing, entertaining
<input type="radio"/> M	<input type="radio"/> L	Humble, reserved, modest	<input type="radio"/> M	<input type="radio"/> L	Easy mark, easily taken advantage of
<input type="radio"/> M	<input type="radio"/> L	Original, inventive, individualistic	<input type="radio"/> M	<input type="radio"/> L	Fearful, afraid
<input type="radio"/> M	<input type="radio"/> L	Attractive, charming, attracts others	<input type="radio"/> M	<input type="radio"/> L	Cautious, wary, careful
<input type="radio"/> M	<input type="radio"/> L	Cooperative, agreeable	<input type="radio"/> M	<input type="radio"/> L	Determined, decided, unwavering, stands firm
<input type="radio"/> M	<input type="radio"/> L	Stubborn unyielding	<input type="radio"/> M	<input type="radio"/> L	Convincing, assuring
<input type="radio"/> M	<input type="radio"/> L	Sweet, pleasing	<input type="radio"/> M	<input type="radio"/> L	Good-natured, pleasant
<input type="radio"/> M	<input type="radio"/> L	Easily led, follower	<input type="radio"/> M	<input type="radio"/> L	Willing, goes along with
<input type="radio"/> M	<input type="radio"/> L	Bold, daring	<input type="radio"/> M	<input type="radio"/> L	Eager, anxious
<input type="radio"/> M	<input type="radio"/> L	Loyal and devoted	<input type="radio"/> M	<input type="radio"/> L	Agreeable, consenting
<input type="radio"/> M	<input type="radio"/> L	Charming, delightful	<input type="radio"/> M	<input type="radio"/> L	High-spirited, lively, enthusiastic
<input type="radio"/> M	<input type="radio"/> L	Open-minded, receptive to ideas of others	<input type="radio"/> M	<input type="radio"/> L	Confident, assured, believes in self
<input type="radio"/> M	<input type="radio"/> L	Obliging, helpful	<input type="radio"/> M	<input type="radio"/> L	Sympathetic, compassionate, understanding
<input type="radio"/> M	<input type="radio"/> L	Will power, strong willed	<input type="radio"/> M	<input type="radio"/> L	Tolerant
<input type="radio"/> M	<input type="radio"/> L	Cheerful, joyful	<input type="radio"/> M	<input type="radio"/> L	Assertive, aggressive
<input type="radio"/> M	<input type="radio"/> L	Jovial, joking	<input type="radio"/> M	<input type="radio"/> L	Well-disciplined, self-controlled
<input type="radio"/> M	<input type="radio"/> L	Precise, exact	<input type="radio"/> M	<input type="radio"/> L	Generous, willing to share
<input type="radio"/> M	<input type="radio"/> L	Nervy, gutsy, brazen	<input type="radio"/> M	<input type="radio"/> L	Animated, uses gestures for expression
<input type="radio"/> M	<input type="radio"/> L	Even-tempered, calm, not easily excited	<input type="radio"/> M	<input type="radio"/> L	Persistent, unrelenting, refuses to quit
<input type="radio"/> M	<input type="radio"/> L	Competitive, seeking to win	<input type="radio"/> M	<input type="radio"/> L	Admirable, deserving of praise
<input type="radio"/> M	<input type="radio"/> L	Considerate, caring, thoughtful	<input type="radio"/> M	<input type="radio"/> L	Kind, willing to help, giving
<input type="radio"/> M	<input type="radio"/> L	Outgoing, fun loving, enjoys social groups	<input type="radio"/> M	<input type="radio"/> L	Resigned, gives in
<input type="radio"/> M	<input type="radio"/> L	Harmonious, agreeable	<input type="radio"/> M	<input type="radio"/> L	Force of character, powerful
<input type="radio"/> M	<input type="radio"/> L	Fussy, hard to please	<input type="radio"/> M	<input type="radio"/> L	Respectful, compliant
<input type="radio"/> M	<input type="radio"/> L	Obedient, will do as told, dutiful	<input type="radio"/> M	<input type="radio"/> L	Pioneering, exploring, enterprising
<input type="radio"/> M	<input type="radio"/> L	Unconquerable, determined	<input type="radio"/> M	<input type="radio"/> L	Optimistic, positive
<input type="radio"/> M	<input type="radio"/> L	Playful, frisky, full of fun	<input type="radio"/> M	<input type="radio"/> L	Accommodating, willing to please, ready to help
<input type="radio"/> M	<input type="radio"/> L	Brave, unafraid, courageous	<input type="radio"/> M	<input type="radio"/> L	Argumentative, confronting
<input type="radio"/> M	<input type="radio"/> L	Inspiring, stimulating, motivating	<input type="radio"/> M	<input type="radio"/> L	Adaptable, flexible
<input type="radio"/> M	<input type="radio"/> L	Submissive, yielding, gives in	<input type="radio"/> M	<input type="radio"/> L	Nonchalant, casually indifferent
<input type="radio"/> M	<input type="radio"/> L	Timid, shy, quiet	<input type="radio"/> M	<input type="radio"/> L	Light-hearted, carefree
<input type="radio"/> M	<input type="radio"/> L	Sociable, enjoys company of others	<input type="radio"/> M	<input type="radio"/> L	Trusting, faith in others
<input type="radio"/> M	<input type="radio"/> L	Patient, steady, tolerant	<input type="radio"/> M	<input type="radio"/> L	Contented, satisfied
<input type="radio"/> M	<input type="radio"/> L	Self-reliant, independent	<input type="radio"/> M	<input type="radio"/> L	Positive, admitting no doubt
<input type="radio"/> M	<input type="radio"/> L	Soft-spoken, mild, reserved	<input type="radio"/> M	<input type="radio"/> L	Peaceful, tranquil
<input type="radio"/> M	<input type="radio"/> L	Adventurous, willing to take chances	<input type="radio"/> M	<input type="radio"/> L	Good mixer, likes being with people
<input type="radio"/> M	<input type="radio"/> L	Receptive, open to suggestions	<input type="radio"/> M	<input type="radio"/> L	Cultured, educated, enjoys learning
<input type="radio"/> M	<input type="radio"/> L	Cordial, warm, friendly	<input type="radio"/> M	<input type="radio"/> L	Vigorous, energetic
<input type="radio"/> M	<input type="radio"/> L	Moderate, avoids extremes	<input type="radio"/> M	<input type="radio"/> L	Lenient, not overly strict, tolerant of others' actions
<input type="radio"/> M	<input type="radio"/> L	Talkative, chatty	<input type="radio"/> M	<input type="radio"/> L	Companionable, easy to be with
<input type="radio"/> M	<input type="radio"/> L	Controlled, restrained	<input type="radio"/> M	<input type="radio"/> L	Accurate, correct
<input type="radio"/> M	<input type="radio"/> L	Conventional, doing it the usual way, traditional	<input type="radio"/> M	<input type="radio"/> L	Outspoken, speaks freely and boldly
<input type="radio"/> M	<input type="radio"/> L	Decisive, certain, firm in making a decision	<input type="radio"/> M	<input type="radio"/> L	Restrained, reserved, controlled
<input type="radio"/> M	<input type="radio"/> L	Polished, smooth talker	<input type="radio"/> M	<input type="radio"/> L	Restless, unable to rest or relax
<input type="radio"/> M	<input type="radio"/> L	Daring, risk-taker	<input type="radio"/> M	<input type="radio"/> L	Neighbory, friendly
<input type="radio"/> M	<input type="radio"/> L	Diplomatic, tactful	<input type="radio"/> M	<input type="radio"/> L	Popular, liked by most people
<input type="radio"/> M	<input type="radio"/> L	Satisfied, content, pleased	<input type="radio"/> M	<input type="radio"/> L	Orderly, neat, organized

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