

DISC Profiles

What is their DISC profile?

How do you anticipate their initial opinion of the change?

What are their ambitions or goals?

- What is important to them?
- What are they proud about?
- What are they afraid of losing?

Name	Profile DISC	Opinion + - ?	Personal Goal / Ambition

Can you guess their DISC profile?

Dominant

- Do they tend to be assertive and direct (Dominance)?
- Do they prefer taking charge and making quick decisions (Dominance)?
- Do they like change and embrace it?
- Are they decisive and assertive (Dominance)?

Conscientiousness

- Are they analytical and detail-oriented (Conscientiousness)?
- Do they focus on accuracy and adherence to rules (Conscientiousness)?
- Do they need more time to adjust to change?
- Do they carefully consider all details and strive for accuracy (Conscientiousness)?

Steadiness

- Are they calm and supportive (Steadiness)?
- Do they prioritize teamwork and maintaining harmony (Steadiness)?
- do they initially resist change?
- Do they prioritize maintaining harmony and avoiding conflict (Steadiness)?

Influence

- Are they outgoing and sociable (Influence)?
- Are they motivated by recognition and social interaction (Influence)?
- Do they see change as an opportunity?
- Do they seek input from others and enjoy collaboration (Influence)?