

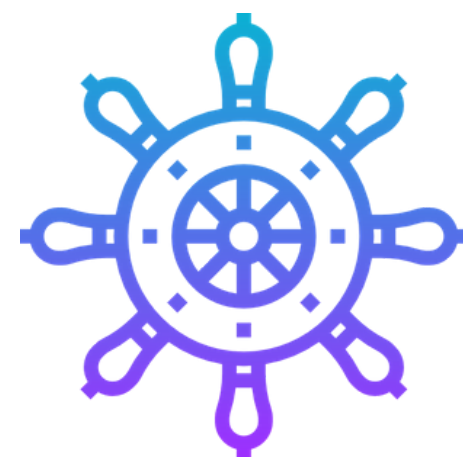
COMMON PERSONALITY TRAITS

WITHIN EACH OF THE CATEGORIES IN DISC

D PERSONALITY TYPES:

CAPTAINS, DRIVERS, INITIATORS, ARCHITECTS

- Motivated by control over the future and personal authority
- Tend to prefer instant, concrete results and having an advantage over competition
- Communicate clearly and succinctly



I PERSONALITY TYPES

INFLUENCER, MOTIVATOR, ENCOURAGER, HARMONIZER

- Motivated by innovative, unique, creative ideas and excited by the future
- Tend to prefer building new relationships and experiences
- Communicate in a casual, expressive way



S PERSONALITY TYPES:

COUNSELOR, SUPPORTER, PLANNER, STABILIZER

- Motivated by peace, safety, and others' wellbeing
- Tend to prefer security, reliability and trust
- Communicate in a friendly and genuine way



C PERSONALITY TYPES:

EDITOR, ANALYST, SKEPTIC, QUESTIONER

- Motivated by logic, information, and problem solving
- Tend to prefer accurate information and quality solutions (quality over quantity)
- Communicate in a business-like, fact-based way



WHICH PERSONALITY TYPE FITS YOU BEST?