



Free DISC Style Report for mehri mohammadi

Work Environment Version

Your ID Number 265360

Assessment Completed Jul 10, 2016
at www.DISCPersonalityTesting.com

This report is an estimate of your DISC style based on the short version of the assessment.

For more refined estimates, additional graphs, and deeper insights, take the full assessment at www.DISCPersonalityTesting.com.

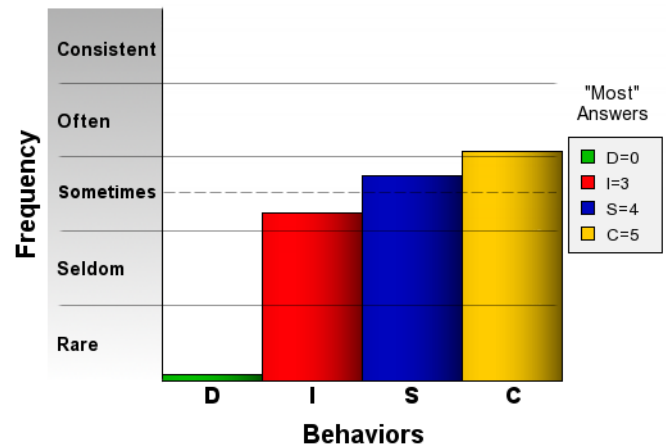
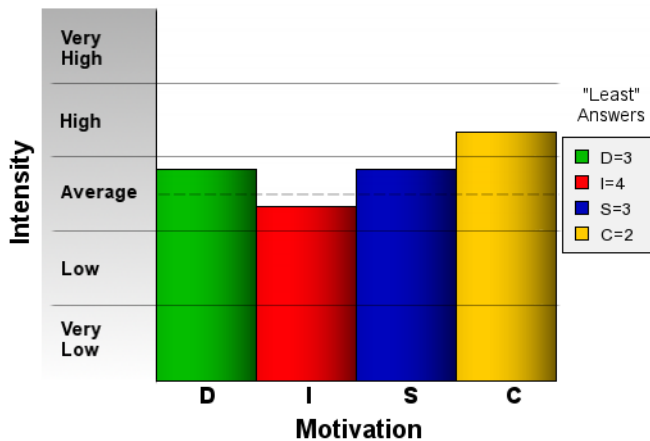
Congratulations mehri!

Your style is C/SD

Your Natural / Internal Style

Your Adapted / External Style

The bar graphs below show the intensity or consistency of each style in your blend.



Your natural, or internal, style represents the internal motivations that drive you the most. This is the part of you that is likely to represent how you think or feel about situations more than it represents how you act or behave. Some people say that this represents who you are rather than what you do. It is also the part of you least likely to change throughout your lifetime.

Your adapted, or external, style represents the way that you tend to act or behave. It's the part of you that others are most likely to see. This part of you often represents how you have learned to adapt or adjust your behaviors to be successful in your environment. These behaviors can change depending on the environment you are in or thinking about when you take the assessment.

This report is an estimate of your DISC style based on the short version of the assessment.

For more refined estimates, additional graphs, and deeper insights, take the full assessment at www.DISCPersonalityTesting.com.

mehri,

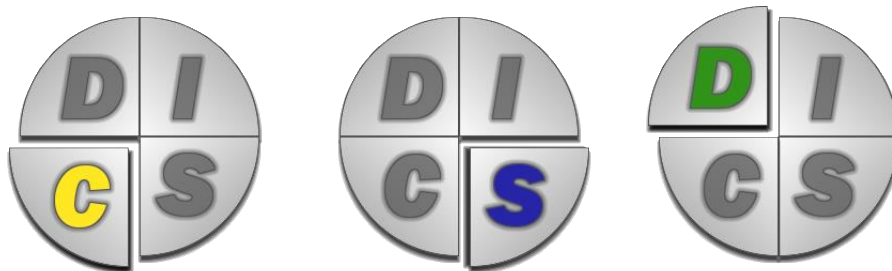
You have a blend of **Cautious**, **Supportive**, and **Dominant** traits. Your **Cautious** traits are probably a little stronger than your **Supportive** or **Dominant** traits.

Some words that describe you are:

- Careful,
- Focused on excellence,
- Problem solving, and
- Collaborative

You have both outgoing and reserved traits, although you may tend a little towards a reserved perspective. You probably like to follow proven approaches to get things done in a way that protects other people's feelings. It is likely that you prefer to work alone, but you can work collaboratively with others if necessary.

Remember, your strongest styles are...



Interested in 26 more pages of personalized insights and analysis?

With a full assessment report, we can more fully differentiate your style blend, and we can give you more insights, tips, and techniques.

Complete the full DISC assessment right now and receive your complete report. With your report you will learn how to...

- Connect with other people better to get results
- Communicate in logical ways that make sense to others and show your support
- To clearly express your thoughts and feelings
- Build healthy, productive relationships.

For just \$29 you'll get...

- Personalized analysis of both your natural style and your adapted style
- Thorough review of all four DISC styles and how you work within those styles
- Insights into the greatest gifts and greatest concerns you have in your workplace
- Overview of the styles that complement your strengths
- Strategies for communicating more effectively
- Analysis of your response to stressful situations
- A look at how others view you and your communication style
- Information on how to adapt your style
- And so much more

Get started on your complete DISC analysis right now at:

<http://DISCPersonalityTesting.com/full-report>

Or, continue to the next page for more information about the DISC model.

A Summary of the DISC Model

Brief History

The foundation for the DISC model comes from the work of a Harvard psychologist named Dr. William Moulton Marston in the 1920's. He developed a theory that people tend to develop a self-concept based on one of four factors — Dominance, Inducement, Steadiness, or Compliance. Marston's theories form the basis on which we built this DISC assessment and report.

Based on the Range of Normal Behaviors

To graphically illustrate the DISC concept, we represent the range of normal human behaviors and perspectives with a circle as shown in Figure 1. When we say “normal human behaviors and perspectives,” we mean behaviors and perspectives derived from normal, healthy psychology. For this report and your analysis, focus on understanding what the drives tell us and remember that nothing in this report or in the DISC model describes or discusses any type of psychosis, mental illness, or psychological abnormality.



Figure 1: The Range of Normal Behaviors

Built on Understanding Two Basic Drives

We start our description of the DISC model by defining two key motivators that tend to drive our behaviors. One motivator is called our *motor drive* (or *pace drive*) and the other is called our *compass drive* (or *priority drive*).

➤ **Motor Drive (also called the Pace Drive)**

Divide a circle in half horizontally as shown in Figure 2. The upper half represents outgoing or fast-paced people. The lower half represents reserved or slower-paced people. Outgoing people tend to move fast, talk fast, and decide fast. Reserved people tend to speak more slowly and softly than outgoing people, and they generally prefer to consider things carefully and thoroughly before making a decision.

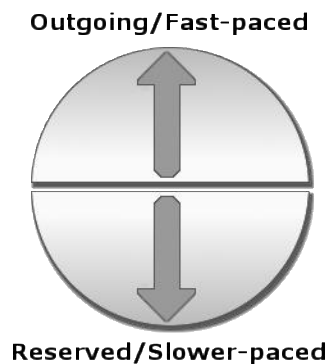


Figure 2: Motor Drive

The shading of the circle from lighter to darker indicates varying intensities of these drives as you move from the center to the ends. Close to the middle of the circle would represent less intensity in the motor activity, and we use lighter shading towards the center. Moving towards the outer edge of the circle represents higher intensity in the motor drive, and we use darker shading. Your perspectives and behaviors could lie anywhere along this line.

Most people will exhibit a bit of both of these traits depending on the situation they find themselves in. Even though this is usually true, most people will tend to exhibit more of one trait or the other – even if it is only slightly more.

➤ **Compass Drive (also called the Priority Drive)**

The circle can also be divided vertically as shown in Figure 3. The left half represents task-oriented people. The right half represents people-oriented people. Task-oriented people tend to focus on logic, data, results and projects. People-oriented people tend to focus on experiences, feelings, relationships, and interactions with other people.

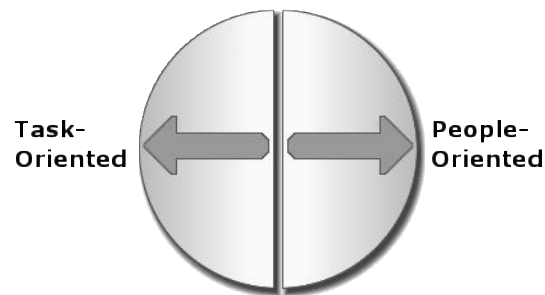


Figure 3: Compass Drive

Just as with the Motor drive diagram, the shading of the arrows from lighter to darker indicates varying intensities of the Compass drive. Close to the midline shows less intensity in the Compass drive, therefore light shading. Towards the outer edge shows more intensity in the Compass drive, therefore darker shading.

Four Basic DISC Styles or Types

When you combine the drawings for the Motor and Compass drives, you get the circle of normal behaviors and perspectives divided into four quadrants as shown in Figure 4. This figure, sometimes called the *DISC circle*, represents the full graphical description of what we call *The DISC Model of Human Behavior*.

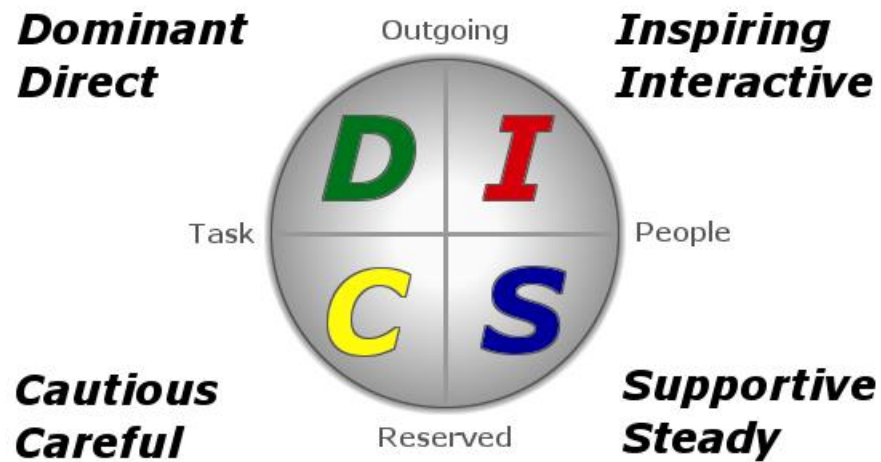


Figure 4: The DISC Model of Human Behavior

Notice that each quadrant of the *DISC* circle has descriptive words attached to it. These descriptive words attempt to capture the typical behavior exhibited by people who have the combination of motor and compass drives that corresponds to that quadrant. These descriptive words show *behavioral traits* or *tendencies* that describe each quadrant of the circle.

To make the quadrants easier to discuss, we often call each quadrant a behavioral *type* or *style*. While it is not strictly or technically accurate from a clinical psychology standpoint to use the phrase *personality type* with this model, the phrase is often used in normal, everyday conversation. We prefer to use the phrase *behavioral style* because it more accurately fits the model and its theoretical basis.

The main characteristic trait for each behavioral type (quadrant of the DISC circle) is used as the representative word for that type:

- **Dominant,**
- **Inspiring,**
- **Supportive, and**
- **Cautious.**



People who have both **Outgoing** and **Task-oriented** traits often exhibit **DOMINANT** and **DIRECT** behaviors. They usually focus on results, problem-solving, and the bottom-line.



People who have both **Outgoing** and **People-oriented** traits often exhibit **INSPIRING** and **INTERACTIVE** behaviors. They usually focus on interacting with people, having fun, and/or creating excitement.



People who have both **Reserved** and **People-oriented** traits often exhibit **SUPPORTIVE** and **STEADY** behaviors. They usually focus preserving relationships and on creating or maintaining peace and harmony.



People who have both **Reserved** and **Task-oriented** traits often exhibit **CAUTIOUS** and **CAREFUL** behaviors. They usually focus on facts, rules, and correctness.

Some shortcuts you can use in discussing the different behavioral types:

*the **DOMINANT** type is also known as High **D***

*the **INSPIRING** type is also known as High **I***

*the **SUPPORTIVE** type is also known as High **S***

*the **CAUTIOUS** type is also known as High **C***

This model can help you understand yourself and others by describing four main, or primary, behavioral styles. However, ***each individual person can, and likely will, display some of all four behavioral styles depending on the situation.*** This blend of styles within each person is called a style blend. Each person's style blend will have more of some traits and less of others. The types that are strongest in a style blend will display above the mid-line point on the DISC style bar-graphs and they are called High-Styles. The types that are less prevalent in a style blend are called low styles because they display below the mid-line point on the DISC style bar-graphs.

Behavioral Style Blends

When we speak about *DISC* Behavioral styles, we recommend speaking about *style blends* rather than focusing solely on a person's highest trait. In reality, only a small percentage of people have a behavioral style blend that is *only one* High-*DISC* type with three low types (although it does happen for about 5% of people). Most people (about 80%) have two High-*DISC* types and two Low-*DISC* types in their personal behavioral style blend.

For you, this means that one *DISC* type may be the highest of the four in your style blend, and you probably have at least one secondary *DISC* type which is also high (meaning that it is above the mid-line in your style blend bar graph).

Your secondary type supports and influences the predominant type in your style blend. We represent your style blend with your primary style, a slash, and then your secondary style(s). For example, C/D would represent a *Cautious* primary style and a *Dominant* secondary style.

Learn more about ***your style blend*** with a full disc assessment.

Go to

<http://discpersonalitytesting.com/home/get-a-disc-work-assessment/>

to learn more.

We said that most people have *at least* one secondary trait. As we said, this is true for about 80% of people and that about 5% of people have only one High-*DISC* style. So that we don't forget the remaining 15%, let's fill in some missing information.

About 15% of people have *two* secondary traits that support and influence their primary behavior trait. This means that they have three High-*DISC* types and one Low-*DISC* type in their style blend

When you consider this blending of behavioral styles and different degree of each type in different people, you can easily see how the four primary traits can be used to understand the large variability among people. Using the four basic style types, we can create forty-one generalized type blends with variations of degree within each basic blend type

The good news is that you don't have to remember all 41 style blends and descriptions to use the *DISC* model to improve your ability to interact with people. It's really much simpler than that, and that's why we use it and recommend it to others. When you learn to understand the four basic types, you can use them as a way to frame your interactions with others to become more effective. From a simple model, you really can build the ability to connect and communicate with lots of people more effectively.

Understand the four basic types, and you can use them as a way to frame your interactions with others to become more effective. Learn more with a full disc assessment and report.

Go to

**<http://discpersonalitytesting.com/home/get-a-disc-work-assessment/>
to learn more.**

Your Next Steps

We hope that this report is just one of many steps that you will take to become a better:

- Leader
- Teacher
- Mentor
- Coach
- Team member
- Business owner
- Parent, or
- Spouse

Here are some things you might consider to continue learning and growing in your use of this information.

- Purchase a complete DISC assessment to get a more complete and more personalized view of your DISC style at <http://discpersonalitytesting.com/home/get-a-disc-work-assessment/>
- Purchase DISC assessments for your whole team at <http://discpersonalitytesting.com/multiple-assessment-purchase/>
- Work with a trained DISC coach. You can learn more about that opportunity at <http://discpersonalitytesting.com/home/disc-coaching/>.
- Get additional resources – audios, books, etc. We use this model in our book *From Bud to Boss*. If you are a new or aspiring leader, this book can help you grow in your leadership skills. Learn more at <http://www.frombudtoboss.com/>
- Attend an audio conference, teleseminar or webinar. You can learn more about what we offer in this area at <http://www.remarkablelearning.com>
- Attend a live workshop. We recommend that you consider three workshops we lead that use the DISC model.
 - Bud to Boss - <http://www.budtobossworkshop.com>
 - The Ultimate Communicator Workshop - <http://theultimatecommunicator.com>
 - The Conflict Confidence Workshop – <http://www.kevineikenberry.com/conflict>

And, we always welcome readers at our blogs.

- Guy's Blog – <http://recoveringengineer.com/>
- Kevin's blog – <http://blog.kevineikenberry.com/>

Thanks for trusting us as partners in your learning and development.

Guy Harris and Kevin Eikenberry
Indianapolis, Indiana

Disclaimer and Limit of Liability

We attempt to create products and services that we believe will help you to become a more effective communicator and leader. The information and guidance we offer in our products is general in nature, and, it may or may not fit your specific situation. That being said...

There are no warranties, express or implied, regarding the assessment reports, blog posts, articles, videos, audios and other information you receive from DISCPersonalityTesting.com (THE PRODUCT). You assume full responsibility, and Principle Driven Consulting, The Kevin Eikenberry Group, DISCPersonalityTesting.com, Kevin Eikenberry, and Guy Harris (THE SUPPLIER) shall not be liable for, (i) your use and application of THE PRODUCT, (ii) the adequacy, accuracy, interpretation or usefulness of THE PRODUCT, and (iii) the results or information developed from your use or application of THE PRODUCT.

By using THE PRODUCT, you understand and agree that all resources we provide are "as is" and "as available". This means that we do not represent or warrant to you that:

- The use of THE PRODUCT will meet your specific needs or requirements.
- The use of THE PRODUCT will be uninterrupted, timely, secure or free from errors.
- The information obtained by using THE PRODUCT will be accurate or reliable, and
- Any defects in the operation or functionality of THE PRODUCT we provide will be repaired or corrected.

Furthermore, you understand and agree that no information or advice, whether expressed, implied, oral or written, obtained by you from www.discpersonalitytesting.com or through THE PRODUCT we provide shall create any warranty, guarantee, or conditions of any kind, except for those expressly outlined in our User Agreement.

Limitation of Liability

In conjunction with the Limitation of Warranties as explained above, you expressly understand and agree that any claim against us shall be limited to the amount you paid, if any, for use of products and/or services.

www.discpersonalitytesting.com will not be liable for any direct, indirect, incidental, consequential or exemplary loss or damages which may be incurred by you as a result of using THE PRODUCT, or as a result of any changes, data loss or corruption, cancellation, loss of access, or downtime to the full extent that applicable limitation of liability laws apply.

You waive any claim or rights of recourse on account of claims against THE SUPPLIER either in your own right or on account of claims against THE SUPPLIER by third parties. You shall indemnify and hold THE SUPPLIER harmless against any claims, liabilities, demands or suits of third parties.

The foregoing waiver and indemnity shall apply to any claims, rights of recourse, liability, demand or suit for personal injury, property damage, or any other damage, loss or liability, directly or indirectly arising out of, resulting from or in any way connected with THE PRODUCT, or the use, application, adequacy, accuracy, interpretation, usefulness, or management of THE PRODUCT, or the results or information developed from any use or application of THE PRODUCT, and whether based on contract obligation, tort liability (including negligence) or otherwise.

In no event, will THE SUPPLIER be liable for any lost profits or other consequential damages, or for any claim against you by a third party, even if one or more of THE SUPPLIER representatives has been advised of the possibility of such damages.