

Networking By Asking for Help DISC Behavior Styles

When you need help with the situations below, ask for help from the people whose behavior styles that match the situations.

Remember that you are asking people to *help you*, not *do for you*.

High D Dominance
Outgoing
Gets things done

Ask a High D person for help with:

Getting results
Measuring results
Measuring progress
Creating efficiency
Matching a fast & decisive pace

High I Influence
Outgoing
Connects with people

Ask a High I person for help with:

Giving acknowledgement
Expressing admiration
Making connections
Creating stimulation
Matching a fast & spontaneous pace

High S Steadiness
Reserved
Connects with people

Ask a High S person for help with:

Thinking logically
Establishing routines
Maintaining essential relationships
Negotiating compromise
Matching a slow & easy pace

High C Conscientiousness
Reserved
Gets things done

Ask a High C person for help with:

Clarifying information
Managing small details
Creating rules & procedures
Creating standards
Matching a slow & systematic pace

Cooperation and effectiveness can improve when each person in a coworking situation learns how to match another person's pace for at least part of the task.