

RELATIONSHIP RECKONING EPISODE 02

NANCY
FRIENDS

Nancy

Friend

High I Influence

High C Conscientiousness

DISC Behavior Style Similarities

Nancy and Friend have no DISC behavior style similarities.

Their behavior styles are opposites.

They approach everything in different ways.

DISC Behavior Style Differences

Outgoing

Reserved

People-oriented / Connects with people

Task-oriented / Gets things done

Under stress:

Attacks people verbally
Uses sarcasm

Under stress:

Avoids people
Withdraws from situations

Stress relief:

Social activity

Stress relief:

Alone time

Pace:

Fast & spontaneous

Pace:

Slow & methodical

DISC Behavior Style Needs To Satisfy

Connections with people she admires

Following their procedures

Approval for her words and actions

Controlling their surroundings

Explanations about who

Explanations about why

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Paula's Commentary On DISC Behavior Style Similarities & Differences

Nancy needs to follow at least some of Friend's procedures.

Friend could look for ways to use their procedures to make connections for Nancy.

Friend needs Nancy to accept their need for control in their surroundings.

Nancy needs Friend to give approval for at least some of her words and actions.

Both need to respect the other's separate stress relief time.

Always explaining who and why will continually open doors.

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Nancy

Knowledge
Reasoned Evidence

Friend

Harmony
Inner Peace

Spranger Guiding Value Similarities

Task-oriented / Getting things done

Desire to gain

Spranger Guiding Value Differences

Influencing others

Fulfilling self

Desires to gain outside evidence

Desires to gain inner experiences

Seeing connections within and between systems

Seeing connections between self and
objects

Spranger Guiding Value Passions To Satisfy

Access to knowledge

Access to experiences

Opportunities to explain ideas, findings,
theories

Opportunities to express feelings
about experiences

Connections to people with similar knowledge
and goals

Connections to people with
similar social interests



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Paula's Commentary On Spranger Guiding Value Similarities & Differences

Nancy and Friend do have similarities. The shared desire to gain is a powerful similarity. They understand the passion for gain.

Nancy could ask how Friend wants to fulfill themselves so she could help them find satisfying inner experiences.

Friend could ask Nancy how they could help find the knowledge that interests her.

Both Nancy and Friend could pay attention to the people they meet in their daily lives to recognize who might be interested in connecting for knowledge or experience.

Any connections they make for each other could provide opportunities for explaining and expressing.