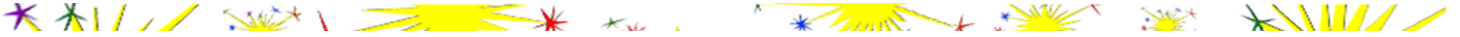


## Networking By Asking for Advice DISC Behavior Styles

When you need help with the situations below,  
ask for advice from people whose DISC behavior style skills match the situation.

Remember that you are asking people to *help* you, not to do *for* you.  
Start by asking “How would you...?”

Use the word “because” so they understand why you are asking.



### **High D Dominance**

*Outgoing*  
*Gets things done*

Ask how they would...

Eliminate needless steps to getting results  
Take on competition  
Overcome obstacles  
Take charge in positive ways

### **High I Influence**

*Outgoing*  
*Connects with people*

Ask how they would...

Use positive interactions for persuasion  
Solve problems creatively  
Negotiate between different viewpoints  
Connect with influential people

### **High S Steadiness**

*Reserved*  
*Connects with people*

Ask how they would...

Plan the process for reaching a specific goal  
Establish routines  
Adapt to situations for the sake of harmony  
Stabilize conflict situations

### **High C Conscientiousness**

*Reserved*  
*Gets things done*

Ask how they would...

Create rules and procedures for a task  
Set standards of proof for the task  
Analyze data for details  
Test data for accuracy

