

# The Universal Language of Behaviour!



## What is DISC?

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Interacting effectively with a variety of people marks the difference between those who succeed or fail. Effective interaction starts with an accurate perception of oneself. The DISC model gives individuals a greater knowledge of themselves and others.

DISC is a tool that measures observable behaviour or 'how we act'. Research has consistently shown that behavioural characteristics can be grouped into four quadrants (Dominance, Influence, Steadiness and Compliance) and it is the varying intensity of these four factors which make us each unique.

By opening people's "behavioural eyes," they begin to see others differently and appreciate those differences. The ability to adapt one's behaviour to each of the styles allows for more effective communication through a greater understanding and appreciation of our similarities and differences.

## Results and Benefits

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The Success Insights DISC Reports are completely personalised. These highly validated reports are used by coaches, trainers, consultants, recruiters and managers in hiring, developing and retaining talent.

DISC will allow you to:

- **Develop skills to relate to others more effectively**
- **Understand why people communicate differently**
- **Adapt your communication and selling style**
- **Manage people the way they want to be managed**
- **Better understand others behavioural style**
- **Appreciate and manage behavioural differences**



*To find out what DISC can do for you and your team...Contact us today!*

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