



Assessments 24x7
GLOBAL LEADER IN ASSESSMENT TECHNOLOGY

Different Strokes for Different Folks

Dr. Tony Alessandra



Which Rule?

Golden

Platinum





Reading People

VERBAL

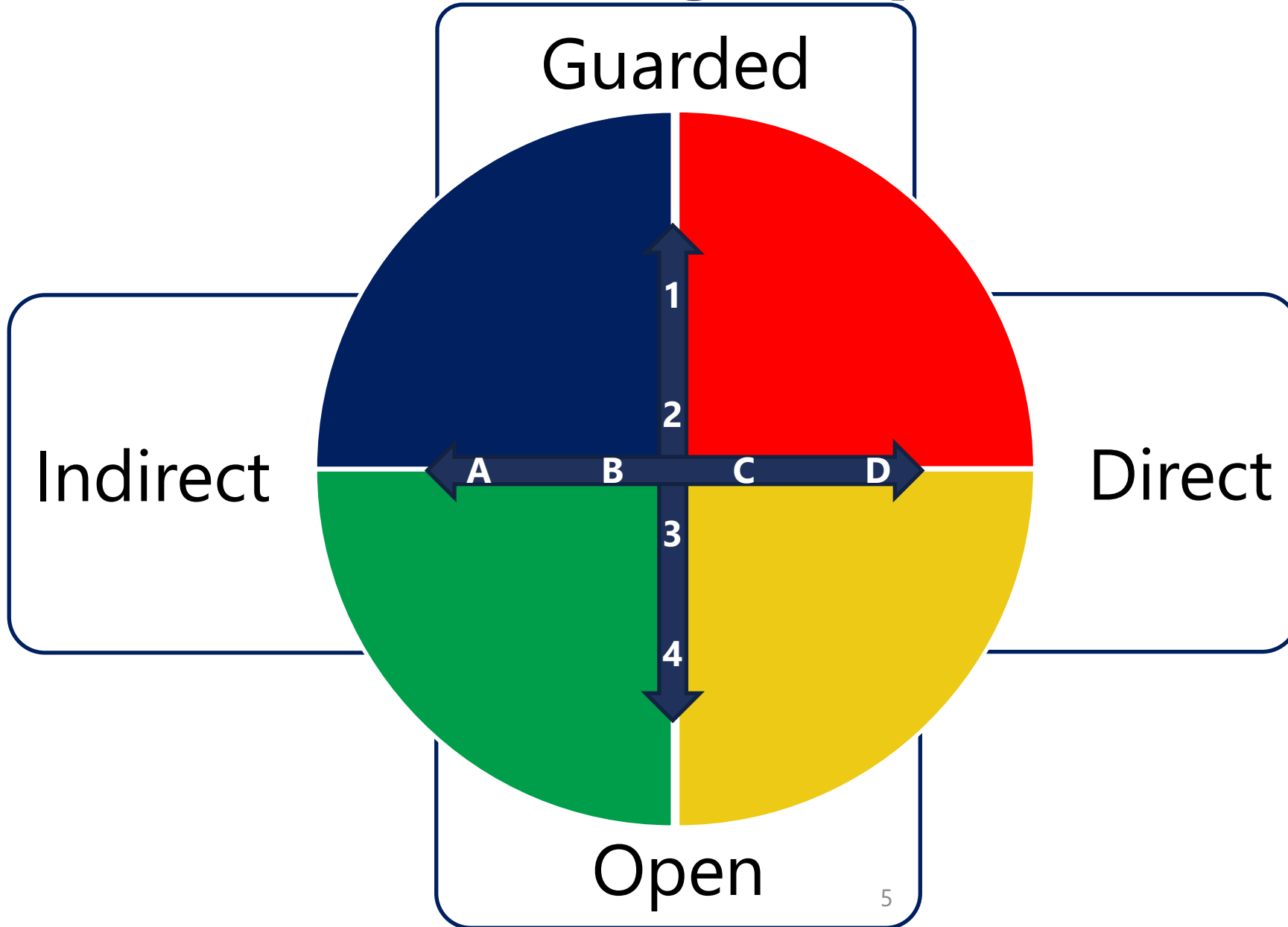
VOCAL

VISUAL

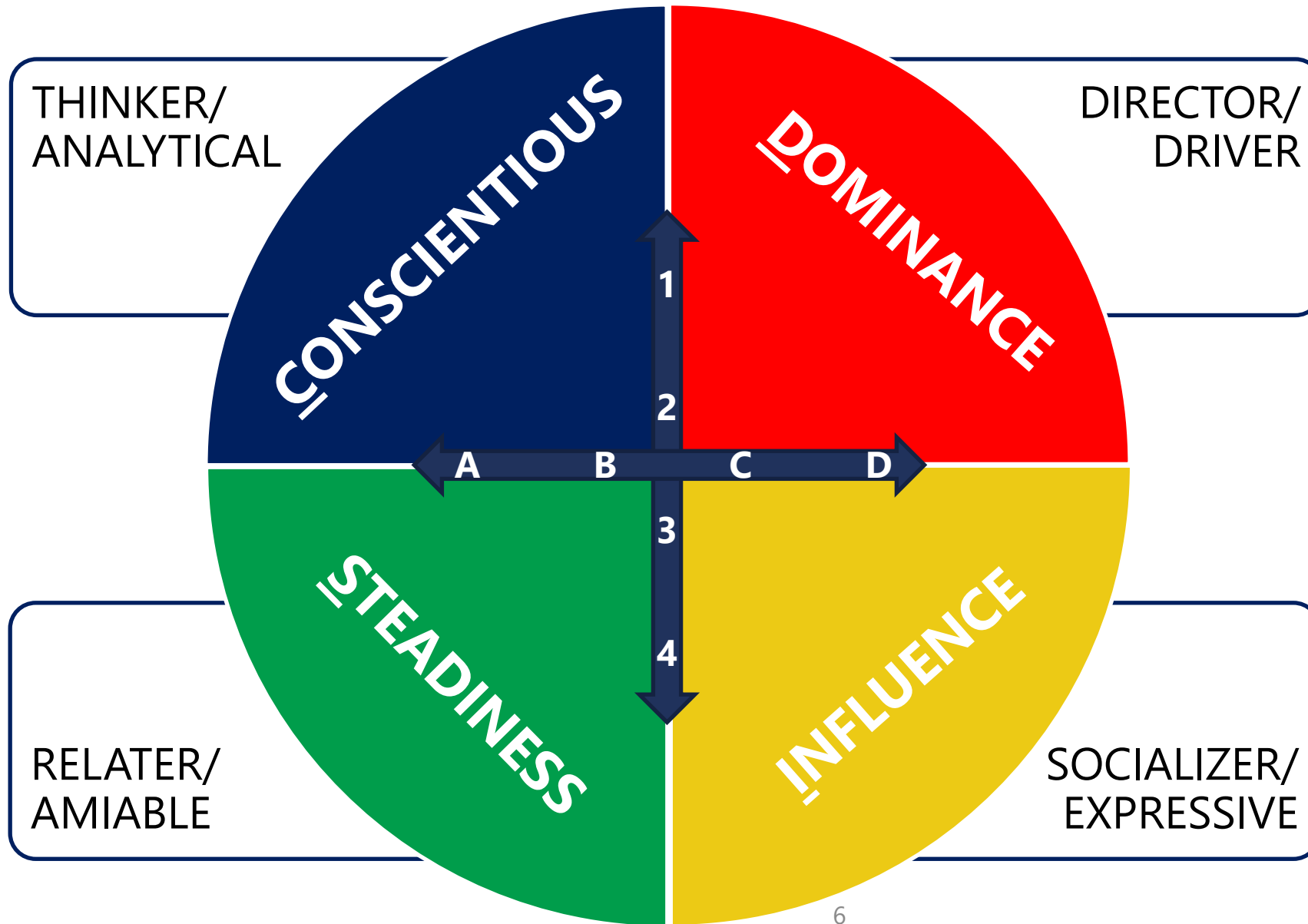


Reading People

Guarded



Four core styles

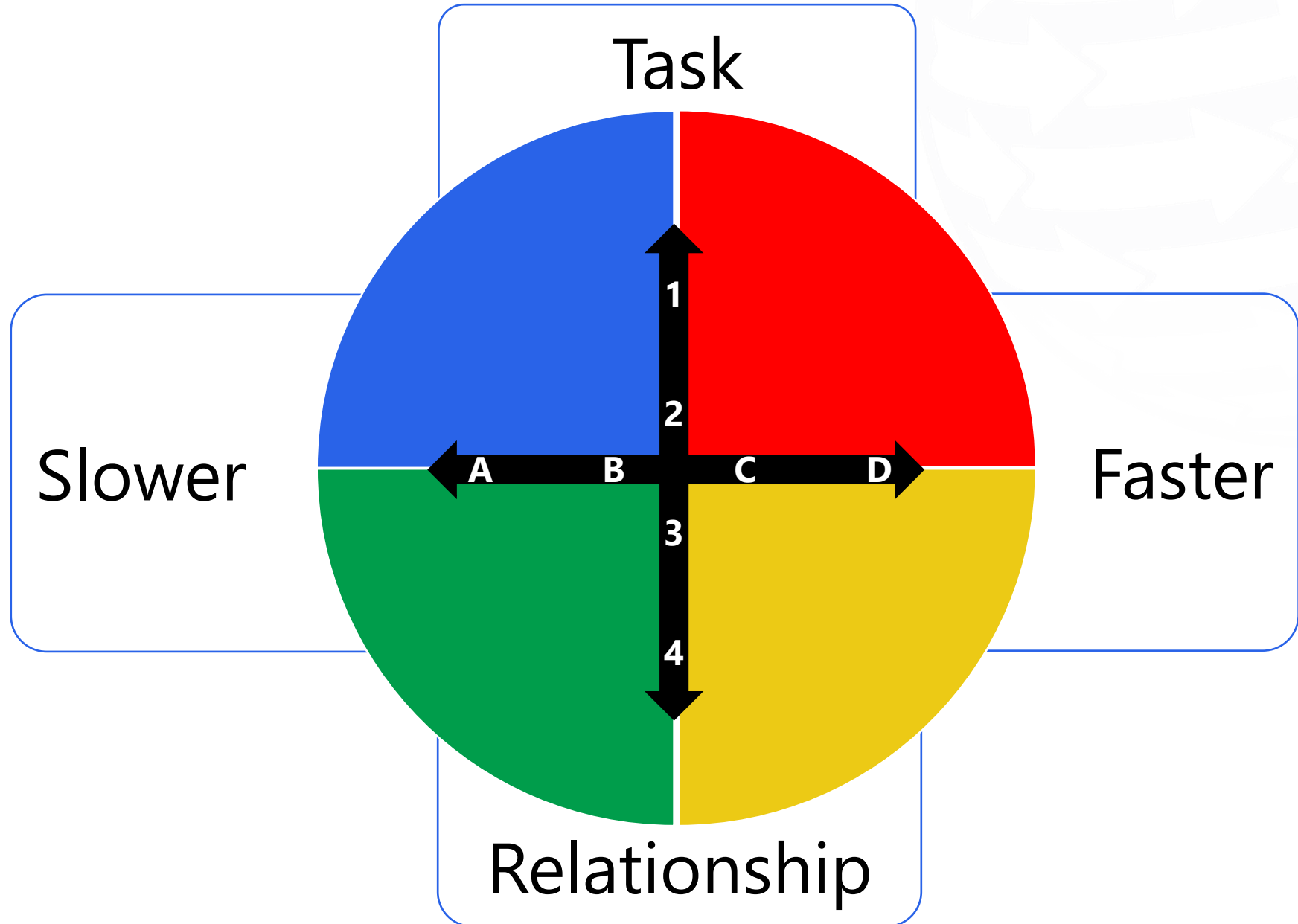




I WISH I KNEW ABOUT DISC STYLES...



Style Adaptability





When You are the D

1. Allow others to do things without excessive interference
2. Participate in the group without expecting always to be in command
3. Praise/give credit for jobs well done





Interacting with Ds

1. Be prepared; do your homework
2. Don't overwhelm them with data
3. Be precise, efficient, and well organized



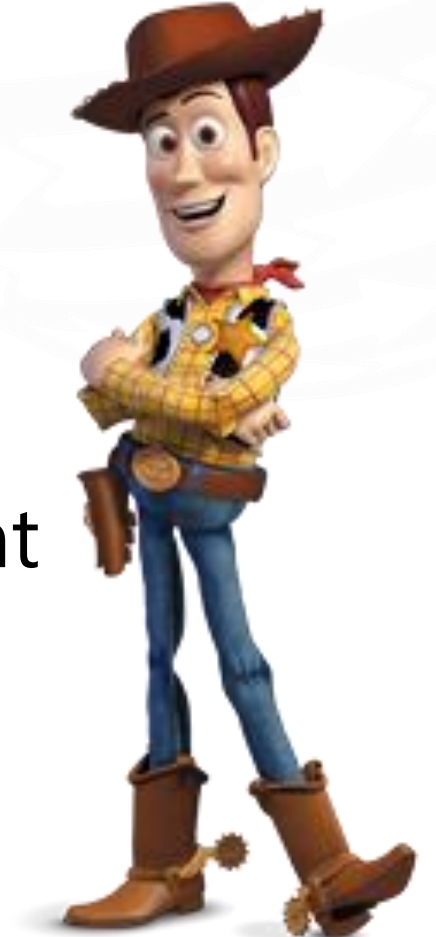
How Does Each DISC Style...

Handle the Monthly Checking Statement?



When You are the I

1. Write things down; work from a list, prioritize in order of importance
2. Get the less appealing tasks of the day over with early in the day
3. Pay attention to your time management



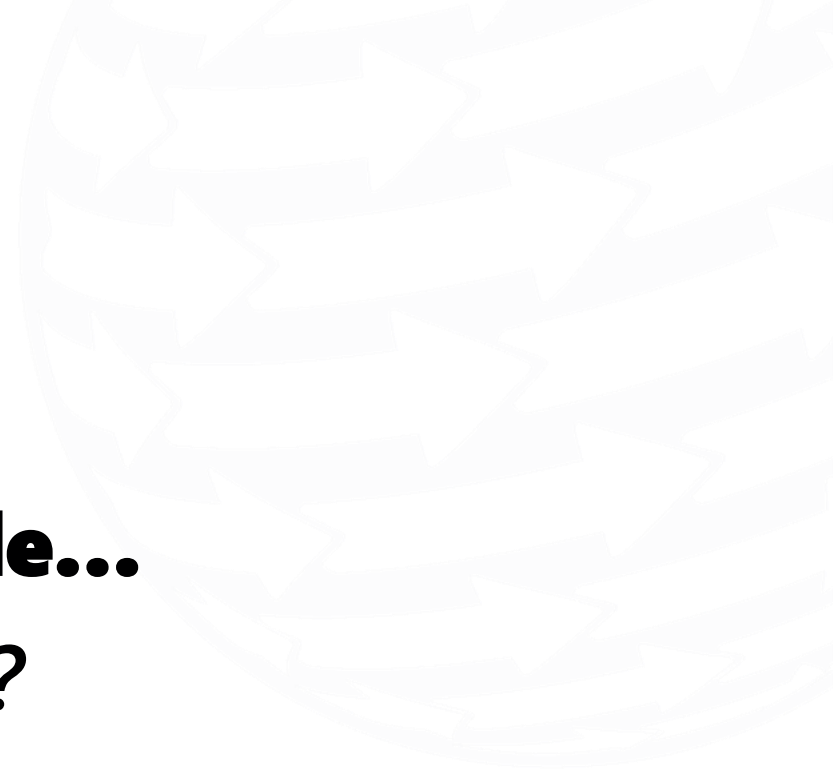


Interacting with Is

1. Let them talk more than you
2. Show more animation and enthusiasm
3. The less details the better



How Does Each DISC Style... *Learn Something New?*





When You are the S

1. Stretch; taking on more/different duties
2. Speed up your actions by getting into some projects more quickly
3. Desensitize yourself so you aren't negatively affected by others' feelings





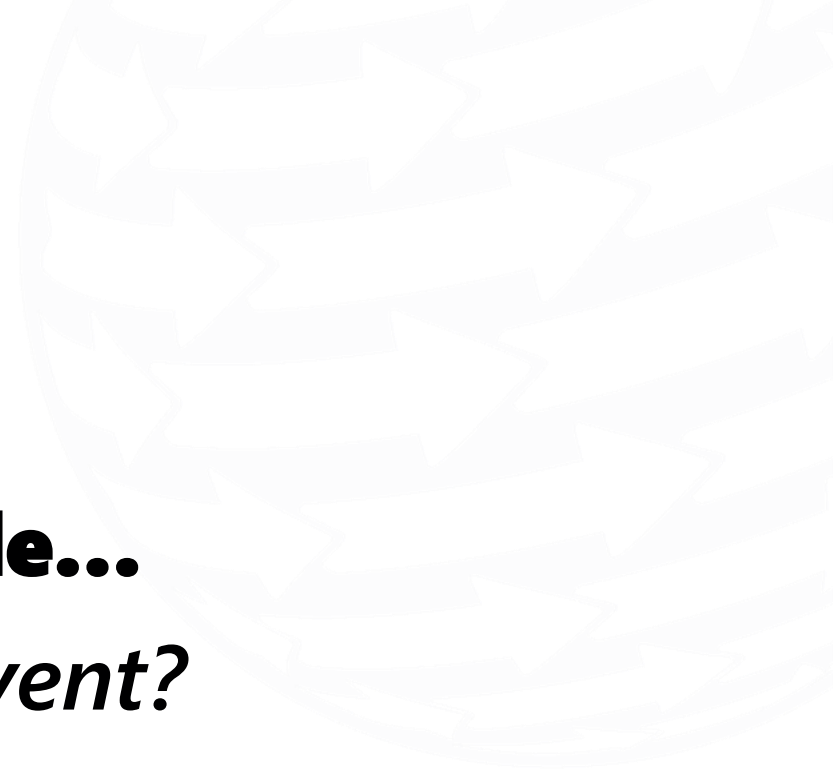
Interacting with Ss

1. Slow down your conversation
2. Let them talk; give opportunities to contribute
3. Show personal interest by actively listening



How Does Each DISC Style...

Walk into a Networking Event?





When You are the C

1. Modify your criticism (whether spoken or unspoken) of others' work
2. Check only the critical things (as opposed to everything)
3. Engage in more water cooler interaction





Interacting with Cs

1. Give them time and space to think
2. Don't fear their skeptical nature
3. Demonstrate with actions, not words

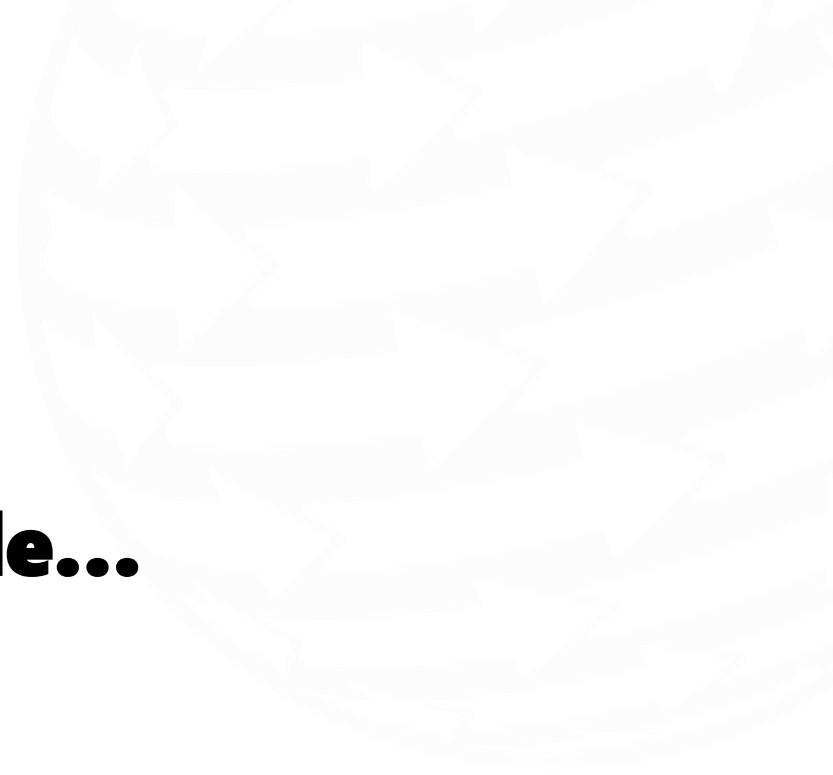


WHY We Use Assessments

1. INCREASE EFFECTIVENESS IN SALES?
2. CREATE WORLD-CLASS LEADERS
3. BUILD CONNECTED TEAMS
4. IMPROVE CONFLICT RESOLUTION
5. CUSTOMIZE EMPLOYEE TRAINING
6. IMPROVE HIRING, SELECTION & RETENTION PROCESS?



How Does Each DISC Style... *Fire an employee?*



Their Ideal Vehicle?



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DrTony@Assessments24x7.com

1-858-456-0028

<http://www.Assessments24x7.com>

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