

Asking for Help * DISC Behavior Styles

When you need help with the situations below,
ask the people with behavior styles that match the situations for help.
Remember that you are asking people to *help* you, not to *do* for you.

Visit Smiles Spark Success on Facebook for verbal clues to each behavior style.

High D

Outgoing
Gets things done

High S

Reserved
Connects with people

Ask a High D person for help with:

Getting results
Measuring results
Measuring progress
Creating efficiency
Matching their fast & decisive
pace to improve coworking
effectiveness

Ask a High S person for help with:

Measuring compatibility
Measuring relationship depth
Maintaining essential relationships
Creating sensitivity
Matching their slow & easy pace
pace to improve coworking
effectiveness

High I

Outgoing
Connects with people

High C

Reserved
Gets things done

Ask a High I person for help with:

Giving acknowledgement
Expressing admiration
Making connections
Creating stimulation
Matching their fast & spontaneous
pace to improve coworking
effectiveness

Ask a High C person for help with:

Measuring precision
Measuring correctness
Creating rules & procedures
Creating predictability
Matching their slow & systematic
pace to improve coworking
effectiveness

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.

* Resource material for two Success Steps/Failure Flubs Posters:
Be a Networker

12 Girl Goodwill Steps to Success & Equality
Available from the Speaking From Triumph Store at speakingfromtriumph.com