

# DISC High Level Overview

**D**ominant   **i**nfluence   **S**teady   **C**onscientious

**PACE**

Quick  
Decisive

Quick  
Spontaneous

Deliberate  
Relaxed

Deliberate  
Detailed

**PRIORITY**

Task  
Goal

People  
Interact

People  
Relationships

Task  
Accuracy

**STRENGTHS**

Leadership  
Pioneering

Motivating  
Persuading

Listening  
Teamwork

Structured  
Thoroughness

**GOALS**

Productivity  
Control

Recognition  
Playfulness

Acceptance  
Cooperation

Quality  
Precision

**FEARS**

Appearing Weak

Rejection

Sudden changes

Work Criticized

**OVERUSE**

Impatient

Impulsive

Passive Resistant

Rigid

**WHEN  
STRESSED**

Authoritative

Sarcastic

Submissive

Withdrawn