

Colourful Language of DISC

from Target Training International (TTI)



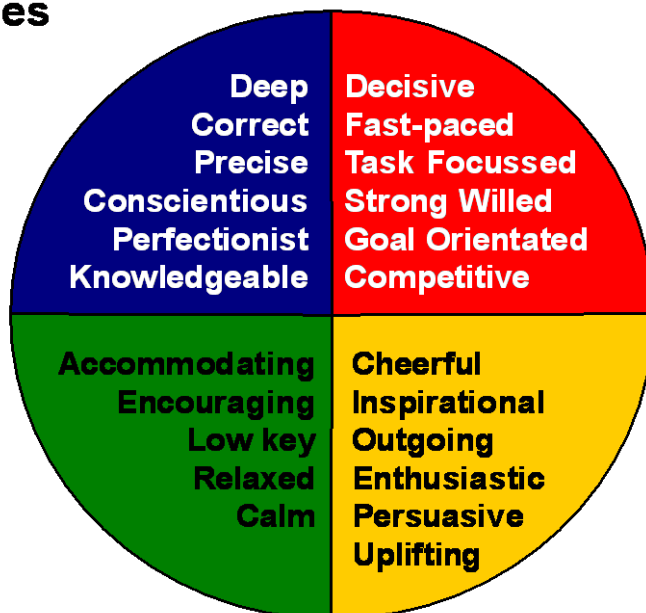
We are all unique individuals. To be successful communicators we need to be aware of the fact that maybe 'our way' isn't the 'only' way!

People are different; so often than not it is this difference, in the 'how' we do things, that creates tension | frustration in our perception of the observed behaviour of our colleagues | customers.

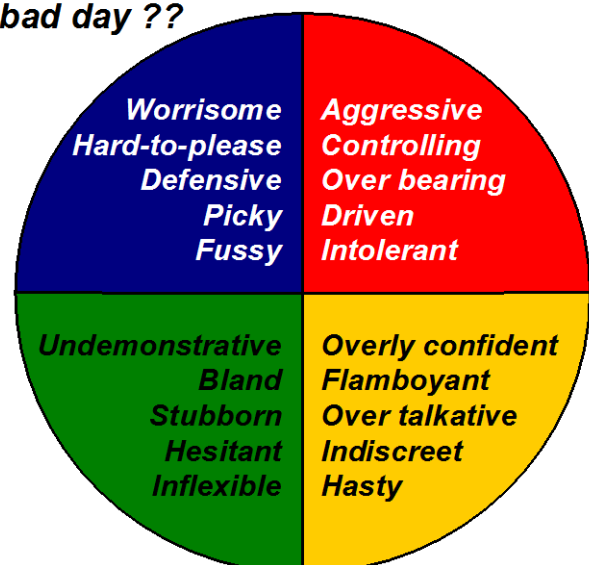
Having more awareness of what makes you "tick" and what makes significant others "tick" will allow you to make considered and confident choices in how you make the most out of all your communications

Appreciating & Valuing our Differences

Qualities



On a bad day ??



Heather Ballantine is a qualified, licensed practitioner and authorised re-seller of TTI's behavioural model and innovative profiles.

www.bethebestest.co.uk

Red Energy | D



- how you like to deal with **problems** and challenges
- shows how **patient** you are



Problems & Challenges

High

Tendency to be very active & assertive in gaining results ...
→ will go directly to the problem with little or no fear

Low

Tendency to go at the problem with a calculated, organised, well thought out approach to gaining results



Yellow Energy | I



- how you handle **people** and influence others
- your levels of **trust** & optimism



People

High

Tendency to have high contact-ability, outgoing, social
→ very verbally persuasive

Tendency to be more sincere, reserved

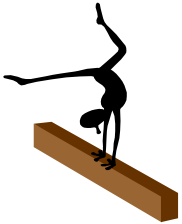
→ enters situations & relationships with more of a cautious approach

Low

→ fact & information orientated



Green Energy | S



- how you handle a change and how you **pace** yourself
- how much you readily show & share your **emotions**



Pace of life

High

Tendency to prefer a more structured, predictable environment with well defined boundaries ...
→ prefers a secure situation

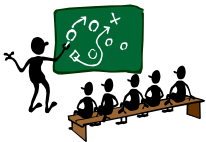
Tendency to prefer an unstructured, undefined environment

→ with a great deal of freedom to operate

Low



Blue Energy | C



- how you handle rules & **procedures** set by others
- how cautious you are in terms of taking a **risk**



Procedures set by others

High

Tendency to follow rules set by others
→ aware of the effects of not complying with rules & procedures

Tendency to do it "my way"

→ establishing their own rules

Low



For more information, including info as to which TTI profile will suit you or your team best, then please contact Heather

e: heather@bethebestest.co.uk

t: 05602 410782 | 07841 641 620