

RELATIONAL SURVEY

Instructions: Your focus in taking this survey is to select your instinctive behavior and not what you perceive is the best response. There are no right or wrong answers. How to respond: Rate each horizontal row of words on a scale of 4, 3, 2, 1 with 4 being the word that best describes you and 1 being the least like you. Use all the rankings in each line only once.

EXAMPLE:

| | | | |
|-------------------|---------------------|-------------------|--------------------|
| <u>4</u> Forceful | <u>1</u> Lively | <u>2</u> Modest | <u>3</u> Tactful |
| ___ Forceful | ___ Lively | ___ Modest | ___ Tactful |
| ___ Aggressive | ___ Emotional | ___ Accomodating | ___ Consistent |
| ___ Direct | ___ Animated | ___ Agreeable | ___ Accurate |
| ___ Tough | ___ People-Oriented | ___ Gentle | ___ Perfectionist |
| ___ Daring | ___ Impulsive | ___ Kind | ___ Cautious |
| ___ Competitive | ___ Expressive | ___ Supportive | ___ Precise |
| ___ Risk-Taker | ___ Talkative | ___ Relaxed | ___ Factual |
| ___ Argumentative | ___ Fun-Loving | ___ Patient | ___ Logical |
| ___ Bold | ___ Spontaneous | ___ Stable | ___ Organized |
| ___ Take Charge | ___ Optimistic | ___ Peaceful | ___ Conscientious |
| ___ Candid | ___ Cheerful | ___ Loyal | ___ Serious |
| ___ Independent | ___ Enthusiastic | ___ Good Listener | ___ High Standards |
| ___ TOTAL | ___ TOTAL | ___ TOTAL | ___ TOTAL |

NOTE: If your four totals do not add up to 120, you did not complete the survey correctly or you made a mistake in adding up the totals. Recheck your work.

TALLYING YOUR SCORE

After adding up the totals for each column transfer the score from the first column to the box under the letter “D” below. Transfer the second column to the box under the “I”, the third under the box “S” and the fourth column under the box “C.”

| | | | |
|----------|----------|----------|----------|
| D | I | S | C |
| | | | |

Using these totals plot your D-I-S-C dimensions on the graph shown here; then connect the four points. This is your personal DISC profile.

HIGH (Extreme)

| | | | | | |
|----|----------|----------|----------|----------|----|
| | D | I | S | C | |
| 48 | | Extreme | | | 48 |
| 44 | | | | | 44 |
| 40 | | | | | 40 |
| 36 | | Strong | | | 36 |
| 32 | | | | | 32 |
| 30 | | Midline | | | 30 |
| 28 | | | | | 28 |
| 24 | | | | | 24 |
| 20 | | Strong | | | 20 |
| 16 | | | | | 16 |
| 12 | | Extreme | | | 12 |
| | | | | | |
| | D | I | S | C | |

LOW (Extreme)