

## Extended DISC® Strategy Worksheet

Team: \_\_\_\_\_

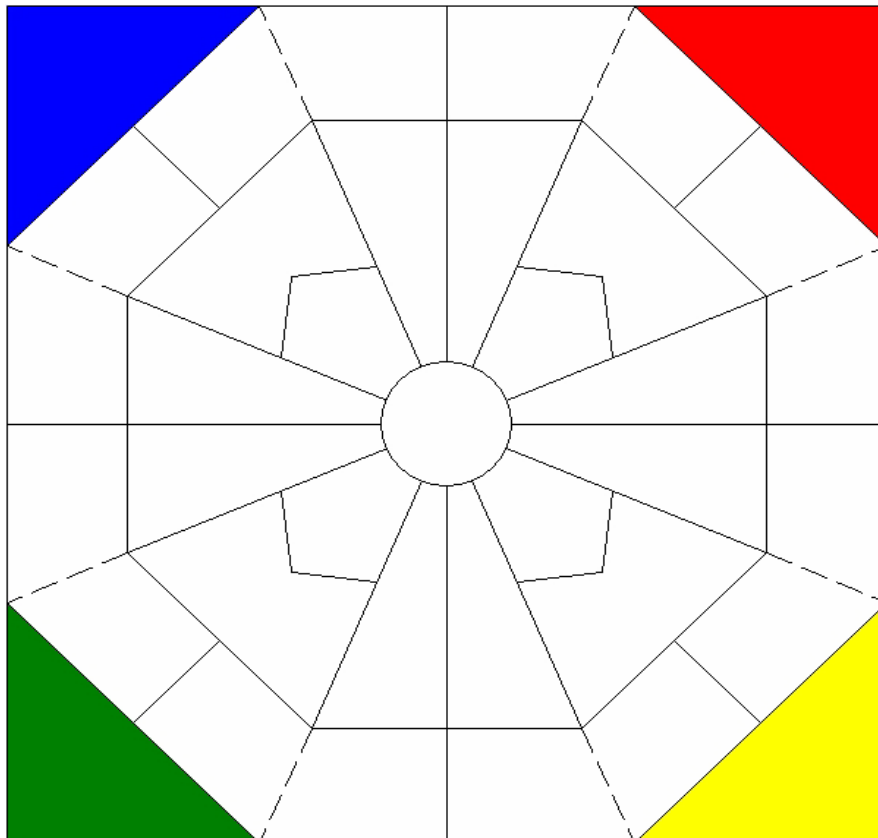
Main business goals (sales, quality standards, level of customer satisfaction, number of calls etc.):

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Needed/required behaviors (follow-up, reliability, assertiveness, boldness, enthusiasm, participation, attention to detail, analysis, team-work, consistency, competitiveness, goal-orientation, etc.):

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
| 4. _____ | 9. _____  |
| 5. _____ | 10. _____ |

Place behaviors on the Extended DISC® Diamond:



**EXTENDED**  
**DISC**®

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