



Extended DISC®

Six Profile Types

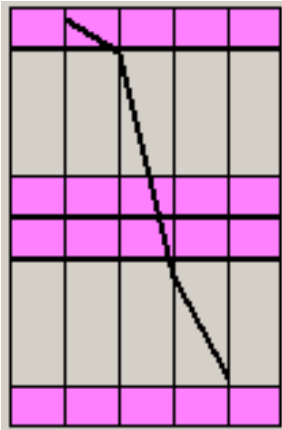
Basic Profile Types

- Another way to understand DISC-styles
- Insights to improved interactions with others
- Helpful in Profile I and II interpretations

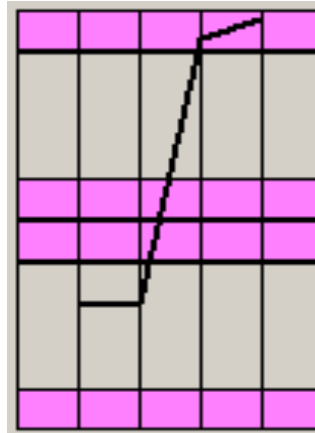


Basic Profile Types

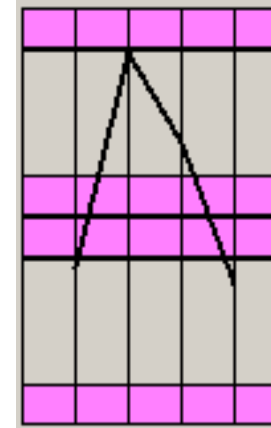
I lead/sell



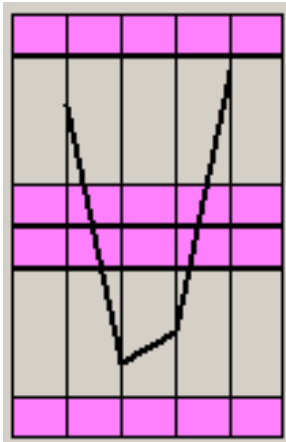
I execute



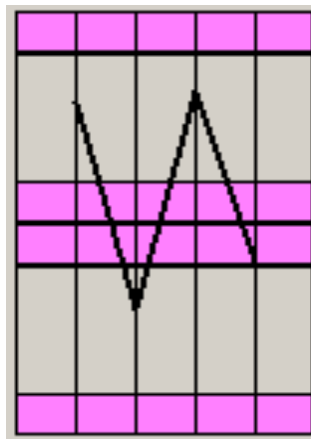
I participate



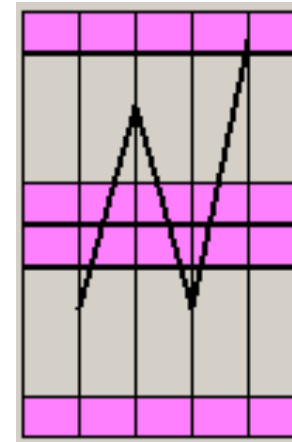
I build/create



I plan

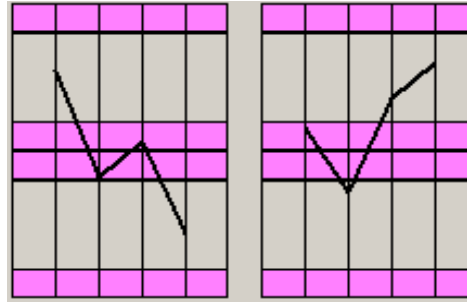


I explain

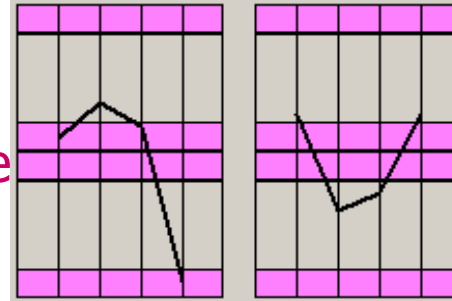


Basic Profile Types – Complement or Conflict

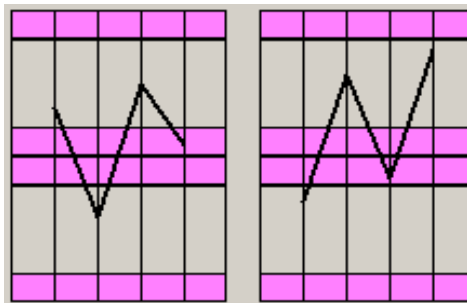
I lead/sell ↔ I execute



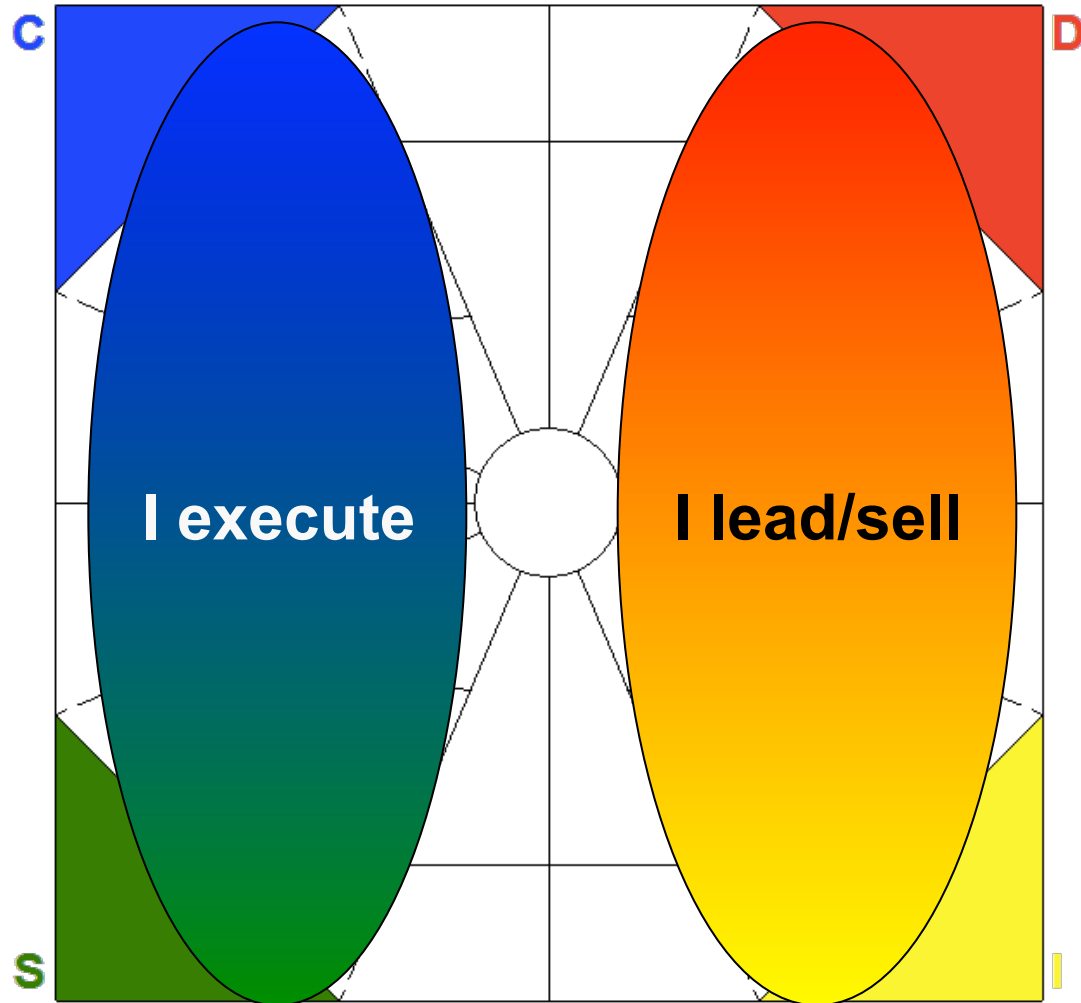
I participate ↔ I build/create



I plan ↔ I explain

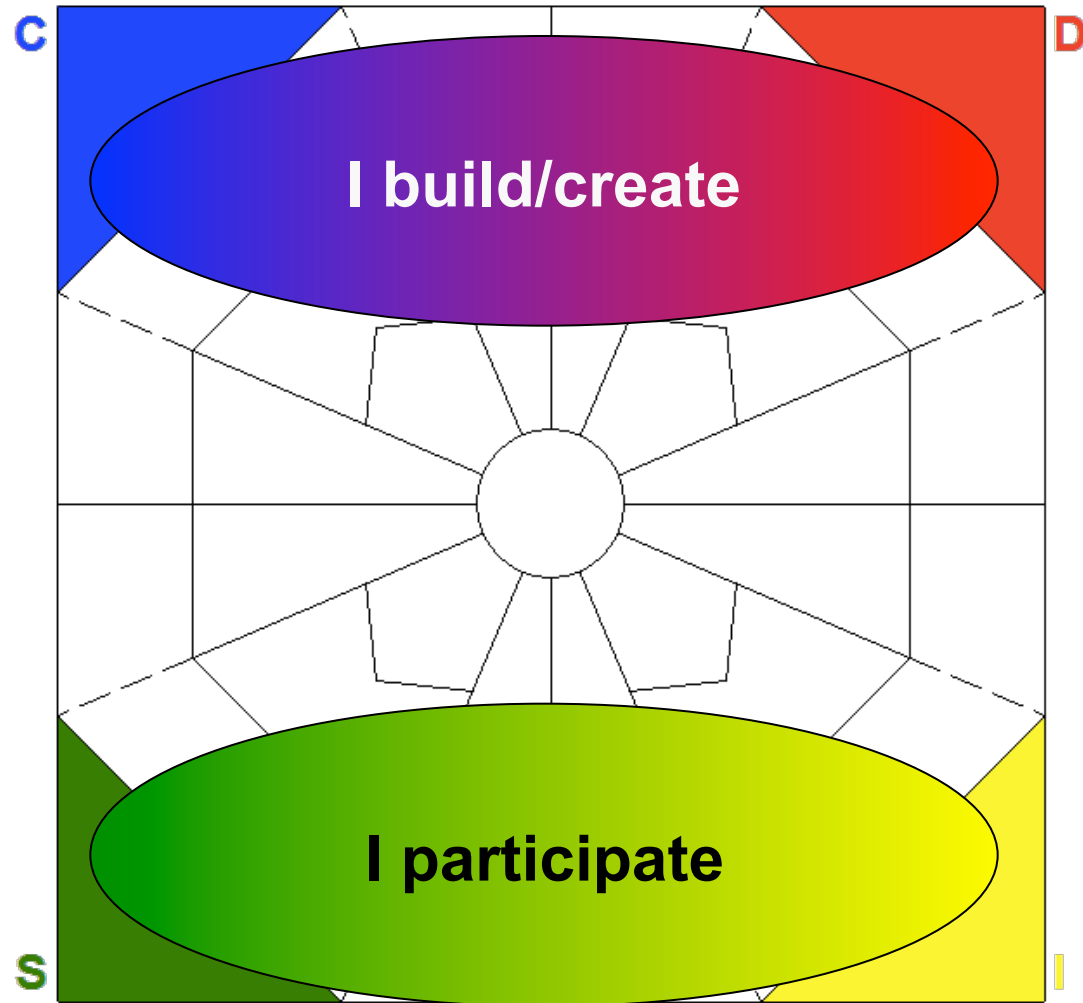


Basic Profile Types



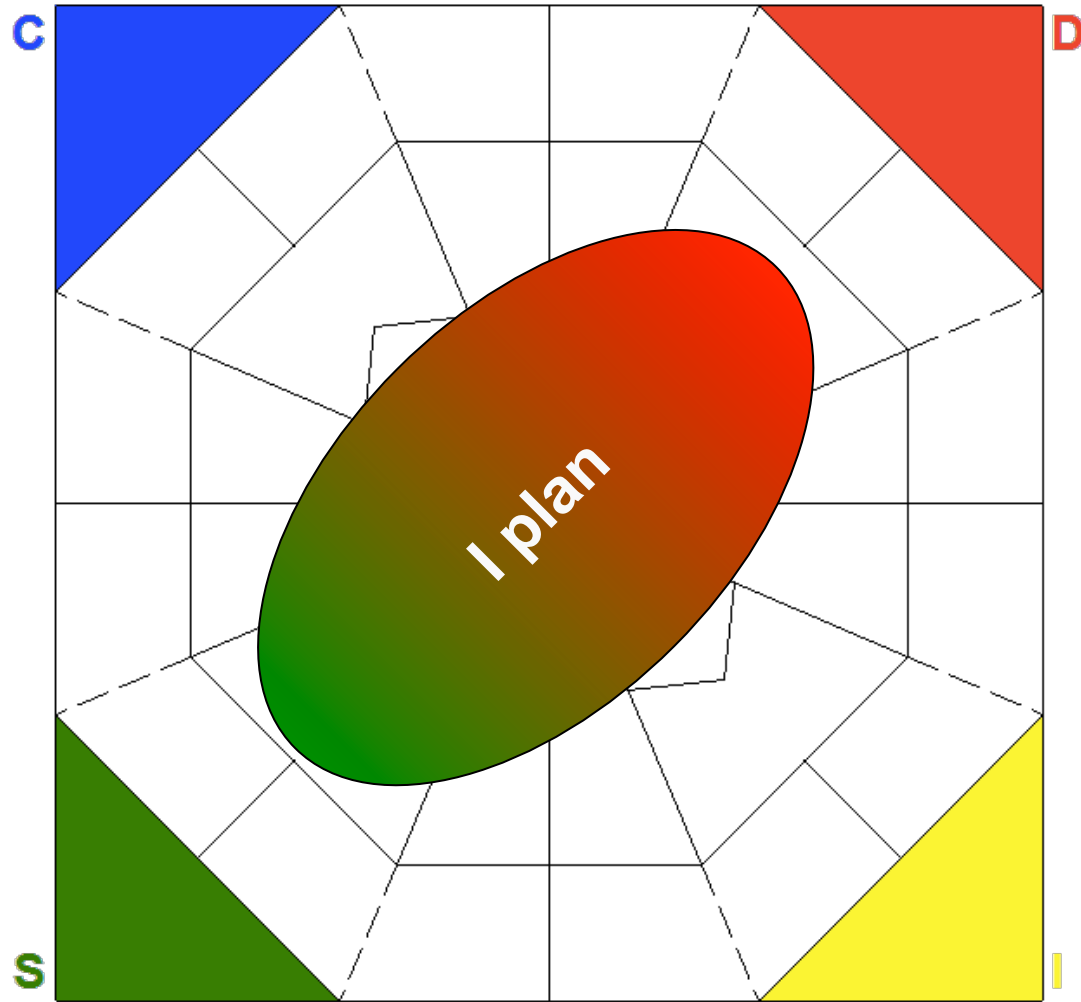
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Basic Profile Types



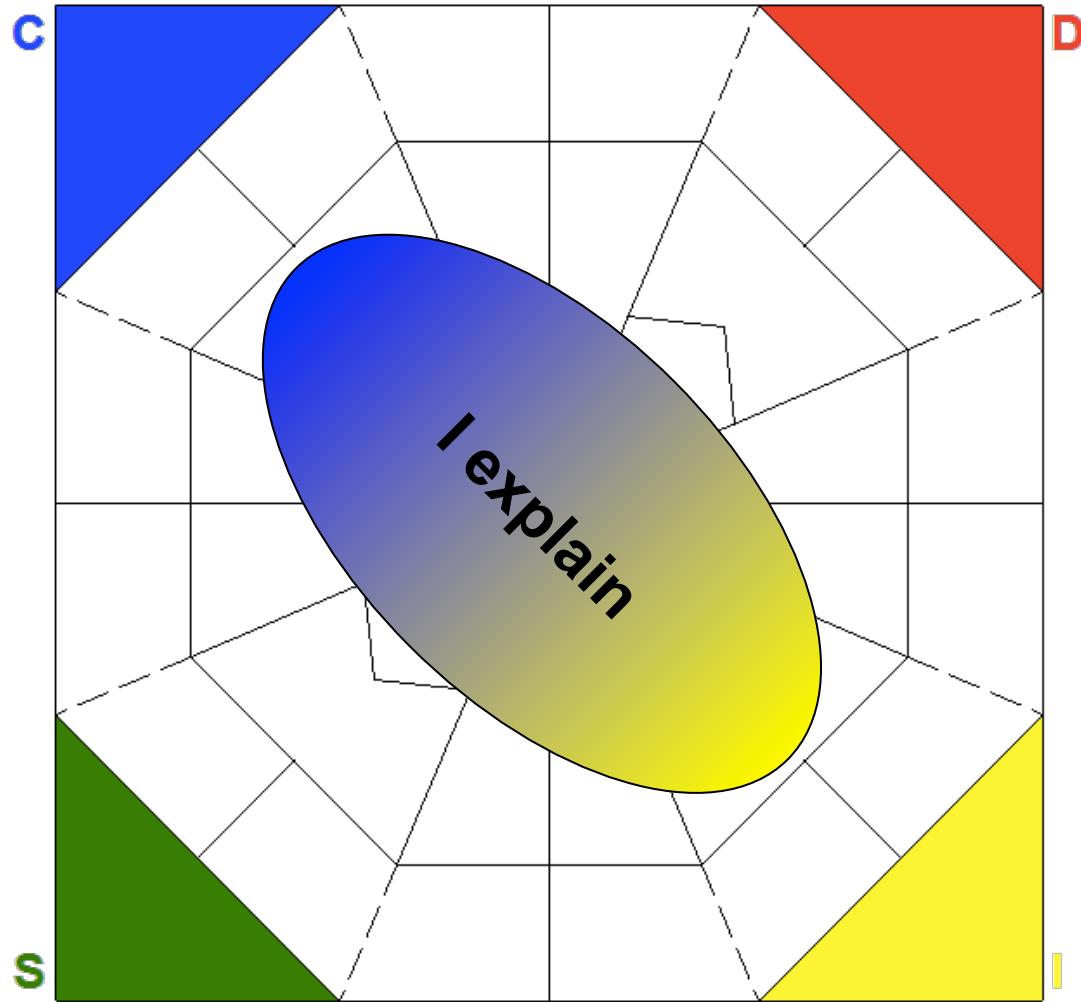
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Basic Profile Types



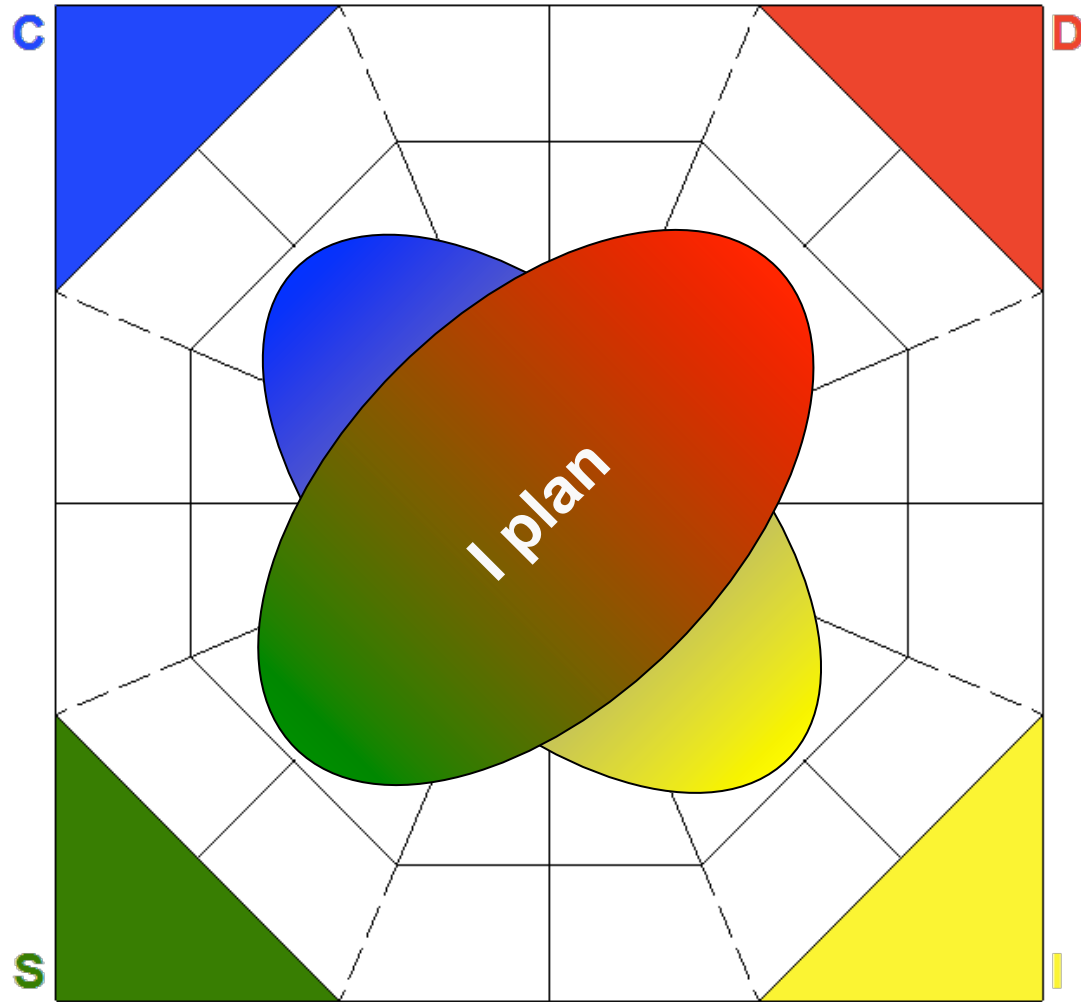
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www.ExtendedDISC.org



Thank you.