



**Relate and Communicate:
Building Bridges and Connecting with Others**

**DISC Recognition Tip Sheet
(Introvert or Extrovert?)**

Introvert	←-----	Identifier	-----→	Extrovert
Subtle	←-----	Body Language	-----→	Strong
Infrequent	←-----	Gestures	-----→	Frequent
Less Inflection	←-----	Voice Intonation	-----→	More Inflection
Indirect	←-----	Eye Contact	-----→	Sustained
Reserved	←-----	Expresses Opinion	-----→	Openly/ Readily
Qualified/ Well- Structured	←-----	Statements	-----→	Emphatic/ Generalized
More	←-----	Patience	-----→	Less
Will Wait	←-----	Introductions	-----→	More Likely
Cooperative	←-----	Team Attitude	-----→	Competitive
Infrequent, but profound	←-----	Team Contributions	-----→	Frequent



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**DISC Recognition Tip Sheet
(Task-Oriented or People-Oriented?)**

Task	←-----	Identifier	-----→	People
Formal/ Proper	←-----	Demeanor	-----→	Relaxed/ Warm
Keeps Private	←-----	Feelings	-----→	Shows Freely
Avoids/ Minimizes	←-----	Physical Contact	-----→	Initiates/ Accepts
Hard	←-----	Getting to Know	-----→	Easy
Formal	←-----	Body Language	-----→	Friendly
Limited Range	←-----	Facial Expressions	-----→	Animated
In Specifics	←-----	Speaks	-----→	Emphasizes Main Ideas
Suggested Program	←-----	In Meetings Goes With	-----→	The Flow
Stays on Subject	←-----	Conversation	-----→	May Wander