



TARLETON
STATE UNIVERSITY

Member of The Texas A&M University System

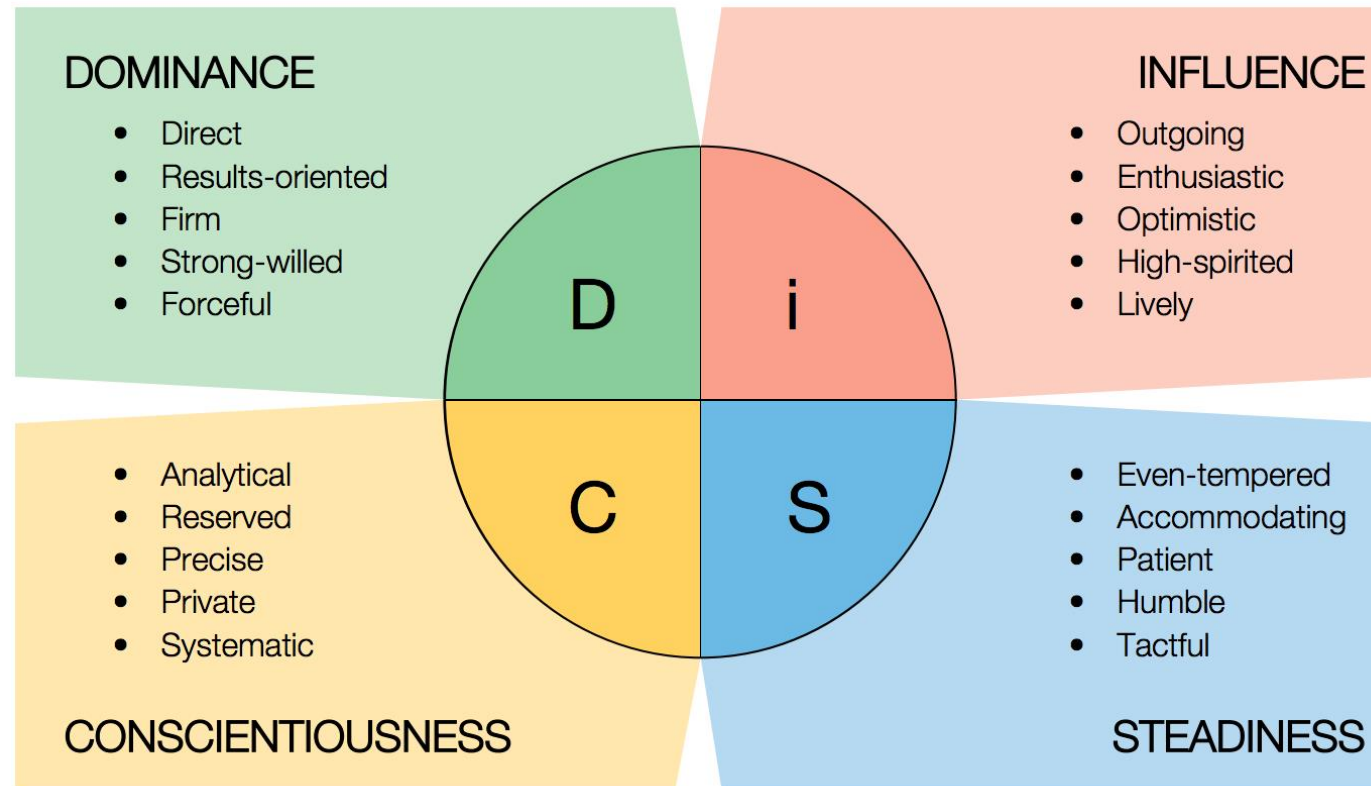
SOMETHING YOU SAW AT CONFERENCE THAT YOU WILL USE

Dr. Cindy B. Rippé



USING DISC TO
CATEGORIZE STUDENTS
FOR TEACHING SUCCESS

DISC BEHAVIORAL STYLES

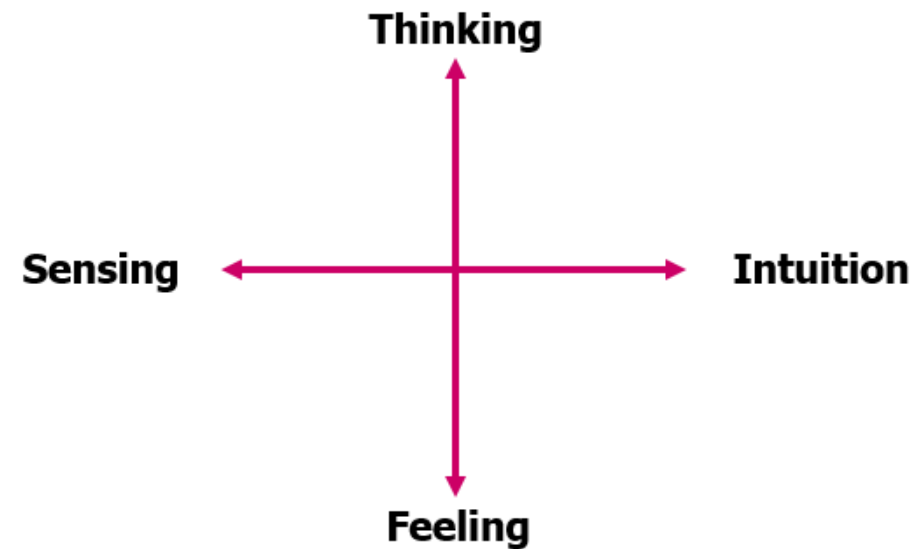


WHAT IS DISC

- Behavioral analysis based on Carl Jung
- Measures behavioral types like Myers-Briggs (MBTI)
- DISC easier and more practical
- Statistically validated behavioral classification tool



Carl Gustav Jung



(Extended DISC, 2013; Inscape Publishing, 1996; Renaud, Rutledge, & Shepherd, 2012)

A FREE DISC PERSONALITY TEST

<https://discpersonalitytesting.com/free-disc-test/>

GAIN INSIGHTS TO BUILD BETTER, STRONGER, MORE FULFILLING RELATIONSHIPS

Use this Free **disc** Personality Profile Assessment to get a fast instant estimate of your **disc** profile based on answers to 12 short questions.

It's fast and it's free. You can probably finish it in less than 10 minutes.

Use the results to gain insights you can use to better understand why you communicate the way you do and how you can communicate with others more effectively. With your results, you can:

- ✓ Immediately improve interpersonal communications
- ✓ Connect with co-workers more effectively
- ✓ Understand what you need to be most successful

When you click on the image below to open the free **disc** assessment window, you'll be on your way to learning more about your **disc** personality style. It's that fast and that easy. After you complete the Free **disc** Personality Test, you will immediately receive insights and tips about your personal style.

**CLICK HERE TO START YOUR
FREE DISC TEST**

Your FREE **disc** Profile will open in a new browser window.

D-STYLE

How to Identify D-Style:

- Decisive, tough, impatient
- Strong-willed, competitive
- Demanding, independent
- Direct, does not listen

Do:

- Give immediate feedback
- Concentrate on subject
- Maintain result-orientation

Do Not:

- Frustrate his/her desire to take action
- Restrict his/her power
- Spend time on non-essentials



“In order to help you reach your goal of leading others, today I’m going to teach you DISC.”

D-STYLE

Simon Cowell
Rosie O'Donnell
Kanye West
Tyra Banks
Alec Baldwin
Madonna
J.R. Ewing of *Dallas*

Coach Bobby Knight
Venus Williams
Captain Kirk of "Star
Trek"
Bill O'Reilly
Bernadette of "Big Bang
Theory"

I-STYLE

How to Identify I-Style:

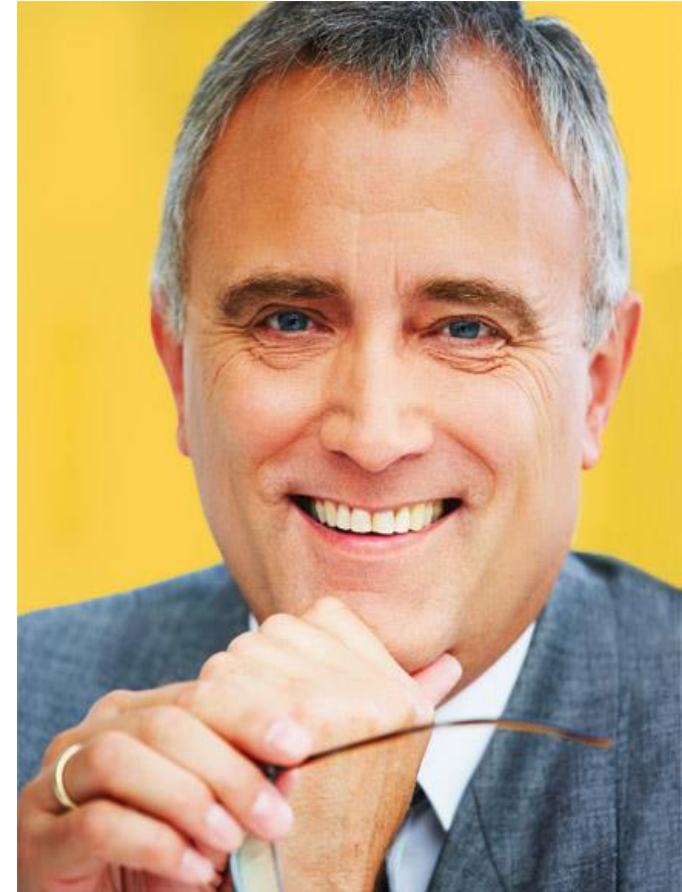
- Sociable, talkative, open
- Enthusiastic, energetic
- Persuasive, spontaneous, impulsive
- Emotional, talks more than listens

Do:

- Show enthusiasm, smile, chat
- Focus on the positive, make it fun
- Let him/her talk

Do Not:

- Put down his/her enthusiasm
- Focus on the details
- React negatively; remain positive



“Today I have a fun and exciting tool to teach you how to connect with others.”

I-STYLE

Kate Hudson
Amy Poehler
Kevin Hart
Drew Barrymore
Bill Clinton
Jay Leno
Will Smith
Melissa McCarthy

Scotty of "Star Trek"
Dolly Parton
Prince Harry
Jim Carrey
Ellen DeGeneres
Robin Williams
Penny of "Big Bang
Theory"

S-STYLE

How to Identify S-Style:

- Calm, steady, laid back
- Caring, patient, amiable
- Listens carefully, sincere
- Modest, indecisive, trustworthy

Do:

- Slow down, take your time
- Provide assurances and support
- Give enough time to decide

Do Not:

- Be restless, pressure for action
- Make sudden changes
- Fail to deliver on the promises



“Today I have a way to help you have harmony with others and am first going to tell you about DISC styles and next I’m going to tell you how to adapt to them.”

S-STYLE

Sarah Jessica
Parker

Mr. Sulu of “Star
Trek”

Princess Diana

Halle Berry

Matthew Broderick

Rajesh of “Big Bang
Theory”

Peyton Manning

Magic Johnson

Jimmy Fallon

Michael J. Fox

Tom Brokaw

Mahatma Gandhi

David Beckham

Kate Duchess of
Windsor

C-STYLE

How to Identify C-Style:

- Precise, exact, analytical
- Logical, systematic
- Quiet, does not express emotions
- Careful, formal, disciplined

Do:

- Give detailed information
- Answer questions patiently
- Give time to think and decide

Do Not:

- Keep information to yourself
- Pressure for immediate decisions
- Be too chatty



“Today I am going to take you through a step by step process providing you with additional information so you can think about the best way to analyze other people with DISC.”

C-STYLE

Spock of “Star Trek”

Al Gore

Albert Einstein

Bill Gates

Tiger Woods

Keanu Reeves

Monica of “Friends”

Hermione of “Harry
Potter”

Jack Nicklaus

Jimmy Carter

Ted Koppel

Bjorn Borg

Clint Eastwood

Richard Nixon

Sherlock Holmes

Sheldon Cooper of
“Big Bang Theory”

Marketing

Foundations
International Marketing
E-Commerce
Internet Marketing
Personal Selling
Promotional Strategy
Marketing Ethics
Social Media Marketing
Concepts
Integrated Marketing
Strategy
Branding
Communications
Management
Research
Consumer Behavior
Sales Management