




# DiSC Profiles & Body Talk

DiSC Profile Test	DiSC Behaviors	Characterized As	May Become	Desires to
 <p><b>Dominant</b> Control Specialist</p>	<p><b>Wants:</b> Results – <b>Acts:</b> Decisively <b>Asks:</b> “What”</p>	 <p>Fast Paced Firm Stance Strong Gestures</p>	<p>Intimidating Aggressive Domineering</p>	<p>Show authority, to feel strong in control</p>
 <p><b>Influence</b> Communication Specialist</p>	<p><b>Wants:</b> People – <b>Acts:</b> Enthusiastically <b>Asks:</b> “Who”</p>	 <p>Easy Smile Alert Eyes Wide gestures</p>	<p>Unrealistic Overselling Overly Emotional Enthusiastic</p>	<p>Appear Warm Friendly Safe</p>
 <p><b>Steadiness</b> Harmonizing Specialist</p>	<p><b>Wants:</b> Stability – <b>Acts:</b> Systematically <b>Asks:</b> “How?”</p>	 <p>Direct Gaze Relaxed Stance Few Gestures</p>	<p>Inflexible Aloof Passive Indecisive</p>	<p>Appear Calm Steady table</p>
 <p><b>Conscientiousness</b> Information Specialist</p>	<p><b>Wants:</b> Accuracy <b>Acts:</b> Cautiously <b>Asks:</b> “Why”</p>	 <p>Reserved Eyebrows Raised Controlled Gestures</p>	<p>Perfectionist Too Critical of Self and Others Solo Player</p>	<p>Appear Knowledgeable, Logical In Control</p>