











# DiSC Profiles and Body Talk

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