



### Product of the Month

**Everything DiSC® Workplace™ is now available!**

Build more effective relationships — one relationship at a time. *Everything DiSC Workplace* can be used with everyone in an organization, regardless of title or role, to improve the quality of the workplace. Using DiSC®, participants understand and appreciate the styles of the people they work with. The result is more effective and productive working relationships.

***We all are aware that the ‘best’ group is one that has all four styles involved. Approaching a group project may make you hesitant but if others are aware of your strengths and weaknesses as a group worker – everyone will benefit in the long run.***

### **D – Dominance**

**Value:** decisiveness and initiation for action.

**Tell Others:** you do not like to depend on others; you enjoy moving quickly; tend to be impatient.

**Bottom Line:** take time to build support from your group and they will be more willing to follow.

### **i – influence**

**Value:** help pull group together with light conversation.

**Tell Others:** enjoy working with a group but may need help staying on task. Best at building teams and recruiting others.

**Bottom Line:** you are comfortable with consensus and learn to adapt easily to others needs.

### **C – Conscientious**

**Value:** desire for high quality results helps group be prepared.

**Tell Others:** make your standards and expectations clear. You like to set rules, standards and checklists.

**Bottom Line:** Let them know that you are judging their work as it pertains to the job on hand, not them as a person.

### **S – Steadiness**

**Value:** your good humor and generosity are valued by others in a group.

**Tell Others:** although you are flexible, you like to know what is expected and when.

**Bottom Line:** your supportiveness and loyalty to others brings out the best in them. Be careful not to be taken for granted.

**...Next Month... The Dog Days of Summer**

To place an order please call 440-899-9010 or email [sgreenleaf@impact-dev.com](mailto:sgreenleaf@impact-dev.com).

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