

C. Four DISC Personality Types.

(Suggested teaching time: 20 minutes)

The Four Personality Types		2-4	
[See Appendix 4I]			
<i>Active</i>			
<p>1. D – Dominant</p> <ul style="list-style-type: none"> • Direct, decisive • Values time • Big picture thinker • Dislikes routine • Challenges status quo 	<p>2. I – Influencer</p> <ul style="list-style-type: none"> • Encourager, optimist • Enthusiastic • Persuasive • Sense of humor • Creative problem solver 	<p><i>R e l a t i o n s h i p</i></p>	
<p>4. C – Conscientious</p> <ul style="list-style-type: none"> • Detailed, systematic • Likes structure • Fact-finder • Values quality • Values accuracy • Diplomatic & subtle 	<p>3. S – Steady</p> <ul style="list-style-type: none"> • Supportive, loyal • Warm, friendly • Patient, understanding • Team player • Enjoys routines • Good listener 		
<i>Passive</i>			

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← Show Slide 2-4.

If time permits, refer the group to Appendix 2I for a more in-depth comparison of the four Personality Types.

1. The Dominant or “D” Personality. [See Appendix 2E]

a. Dominant types are change agents.

- People with this personality like to take an active role to help change their environment to accomplish results.
- They make quick decisions and are comfortable with authority and power.
- They are problem-solvers and take charge in a crisis and are able to direct people and resources to get things done.

← Refer the group to Appendix 2E for more information on the “D” personality.

Ask the group what functional gifts produce behaviors similar to this temperament. Answer: Guiding, Prophecy, Encouraging, Teaching.