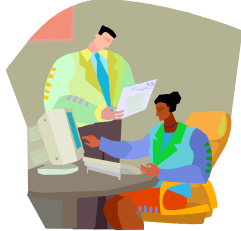


DiSCovery Tips – October 2007

(Volume I - Issue 4)

Communicating with a High “S” Style

Enter the “S” office in a friendly and low-key manner.



The third “primary emotion” relating to behavioral style is **S**teadiness. Unlike an “**I**” profile, an “**S**” describes one who is an introvert (likes to be behind the scenes). When communicating with an “**S**”, one should use the following guidelines for open and effective communication:

Do

- Give the facts
- Ask open-ended questions
- Lay out step by step plans
- Stay calm

Don't

- Suggest sudden change
- Expect a quick decision
- Stray from comfort zone
- Be demanding

An “**S**” likes to check all options before reaching a decision. They like to be thorough and steady. It is important for an “**S**” to have time and feel safe in their environment. They are good listeners and bring patience and balance to any business team. An “**S**” is an asset to any team and can be counted on to get the job done.

...Next Month

Understanding and Communicating with a High “C” Style

EPIC Reminder: Use your EPIC credits to purchase assessment profiles:

DiSC Personal Profile
Personal Listening Profile
Time Mastery Profile

Discovering Diversity Profile
Team Dimensions Profile
Work Expectations Profile

Coping & Stress Profile

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