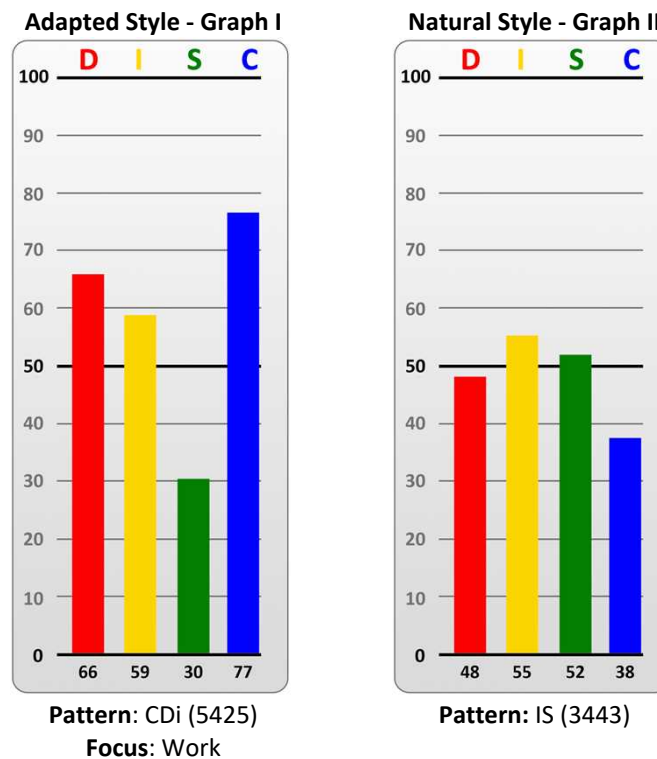


DISCstyles eGraphs for Jason Mertz-Prickett

Your Adapted Style indicates you tend to use the behavioral traits of the CDi style(s) in your selected Work focus. Your Natural Style indicates that you naturally tend to use the behavioral traits of the IS style(s).

Your Adapted Style is your graph displayed on the left. It is **your perception of the behavioral tendencies you think you should use in your selected focus** (work, social or family). This graph may change when you change roles or situations. The graph on the right is your Natural Style **and indicates the intensity of your instinctive behaviors and motivators**. It is often a better indicator of the “real you” and your “knee jerk”, instinctive behaviors. This is how you act when you feel comfortable in your home environment and are not attempting to impress. It is also what shows up in stressful situations. This graph tends to be fairly consistent, even in different environments.



If the bars are similar, it means that you tend to use your same natural behaviors in either environment. If your Adapted Style is different from your Natural Style, this may cause stress if over a long period of time. You are then using behaviors that are not as comfortable or natural for you.

The four-digit numbers (under the graphs) represent your segment numbers in DISC order and dictate the adjectives highlighted on the Word Sketch pages.

The higher or lower each D, I, S, C point is on your graph, the greater or lesser your behavior impacts your results at work and with others around you. Once aware, you can adapt your style to be more effective. Can you change? Of course! You do it every day depending on your situations. However, permanent behavioral change comes only with awareness and practice.

Communication Tips for Others

The following suggestions can help others who interact with you understand and be aware of your communication preferences. To use this information effectively, share it with others and also discuss their preferences.

Check the two most important ideas when others communicate with you (dos & don'ts) and transfer them to the Summary of Your Style page.

When Communicating with Jason, *DO*:

- Provide assurances about Jason's input and decisions.
- Be candid, open, and patient.
- Plan to talk about things that support Jason's dreams and goals.
- Put the details in writing, but don't plan on discussing them too much.
- Plan some extra time in your schedule for talking, relating, and socializing.
- Break the ice with a brief personal comment.
- Join in with some name-dropping and talk positively about people and their goals.

When Communicating with Jason, *DON'T*:

- Leave the idea or plan without backup support.
- Talk down to Jason.
- Leave decisions hanging in the air. Be certain all decision points have reached closure and result in plans for action.
- Be rude or abrupt in your delivery.
- Manipulate or bully Jason into agreeing.
- Offer assurances and guarantees you can't fulfill.
- Be vague or ambiguous.

Your Motivators: Wants and Needs

Motivation is the enthusiasm or willingness to do something. Everybody is motivated; however, all people are motivated for their own reasons, not somebody else's. Simply, people are motivated by what they want.

Our behaviors are also driven by our needs. Each style has different needs. If one person is stressed, they may need quiet time alone; another may need social time around a lot of people. Each has different ways to meet their needs. The more fully our needs are met, the easier it is to perform at an optimal level.

Choose the two most important wants and the two most important needs and transfer them to the Summary of Your Style page.

You Tend to Be Motivated By:

- Identification with the organization, team, and others with whom a spirit of work responsibility has been established.
- Flexibility to circulate and talk with a variety of people.
- Acceptance as a positive and supportive member of the organization and team.
- Projects and assignments that provide interpersonal contact, and an opportunity to help both internal and external stakeholders.
- A supervisor, manager, or board who practices a democratic leadership process.
- Evidence that a new process has been successful in similar applications.
- A work culture that is supportive of family activities and commitments.

People With Patterns Like You Tend to Need:

- To get better control of files and record keeping.
- To be more realistic and ambitious in setting deadlines for team projects.
- A sense of belonging to the team or organization as a whole.
- Detailed delegation of responsibilities, to reduce ambiguity and confusion.
- Encouragement to keep the positive spirit and optimism when the pressure is on.
- More direction toward work tasks, and less focus on chatting and socializing.
- To be kept in the information loop regarding projects and initiatives within the organization.

What You Bring to the Organization

This page provides useful insights for a job or as you work together on a team or family project. These are the talents and tendencies you bring. When used in environments that you are most effective in, you are likely to be self-motivated to accomplish great things. It is possible that you may not always be in an environment that allows you to be your best. We recommend you speak with your leader to see what can be incorporated into your current environment to help maintain your motivation. Check the two most important strengths, the two most important work style tendencies and the two most important environmental factors and transfer them to the Summary of Your Style page.

Your Strengths:

- You are able to reach goals by working with and supporting the efforts of others on the team.
- You are able to build positive relationships with internal and external stakeholders.
- You are able to negotiate conflicts into win-win situations.
- Your excellent listening style stands as a model for others to observe and follow.
- You work hard to achieve the team's goals and objectives.
- You are a good listener.
- You demonstrate a high degree of patience in working with others.

Your Work Style Tendencies:

- At work, you tend to have a "long fuse," and are not easily angered, although you may take some of the anger home to vent.
- You are perceived by others on the team as a good listener.
- Your empathetic nature and sensitivity toward people may lead others to seek you out as a coach or counselor, or ask to assist them with a personal or team problem.
- You tend to be an excellent "teacher" to peers on the team, at all levels of the organization.
- You show a high degree of persistence in working on projects, especially over the long haul.
- On the job, you tend to say "yes" more often than "no," when asked to help out with a colleague's project or problem.
- On the job, you have a strong need to be patient, polite, and create an environment of good-will for internal and external stakeholders.

You Tend to Be Most Effective In Environments That Provide:

- A work culture that allows for your natural interest in helping others learn and grow professionally.
- A work culture that takes pride in the systems, processes, and people working behind the scenes.
- Specialized assignments that also involve working and communicating with a variety of people.
- A balance between some stable, predictable work activities and some variety and change on a regular basis.
- A job culture where there is little hostility, confrontation, anger, or pressure.
- Support and appreciation of your individual efforts.
- A favorable working climate containing positive attitudes and optimistic spirit.