

Surrounded By Idiots!



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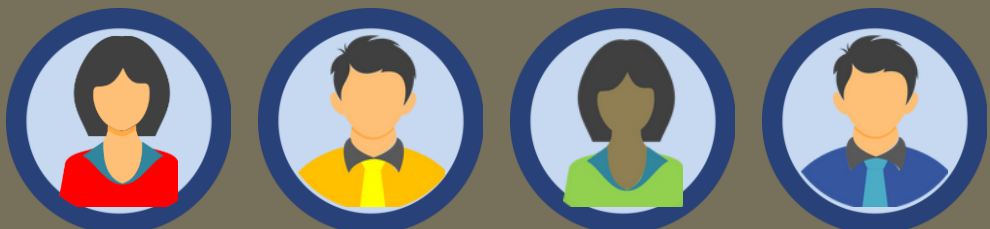




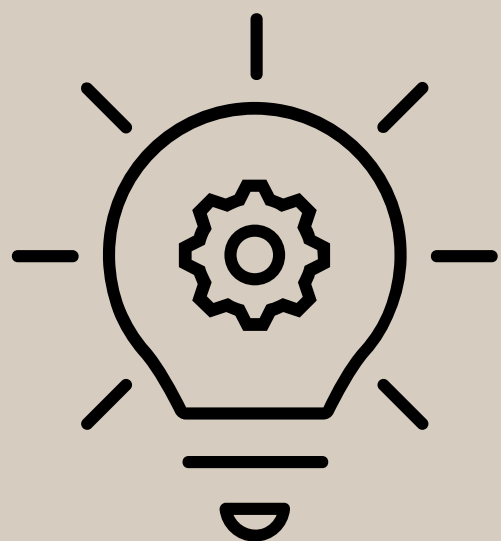
Taking Flight!
Merrick Rosenberg & Daniel Silvert

Treat others how you wanted to be treated

Treat others how **they** need to be treated,
not how **I** need to be treated



Overview...



**Apply to work life &
personal**



**Better your
relationships**



Drive performance



Activity

Outgoing

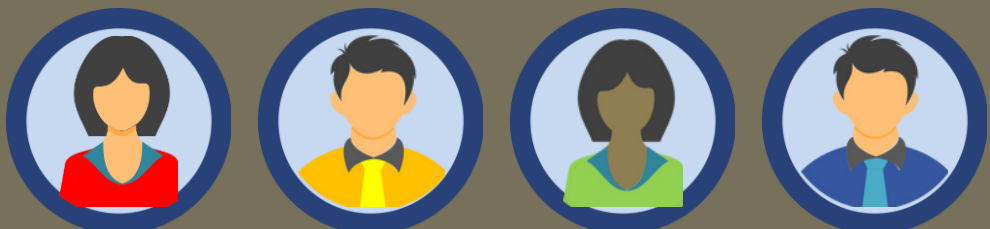
Reserved



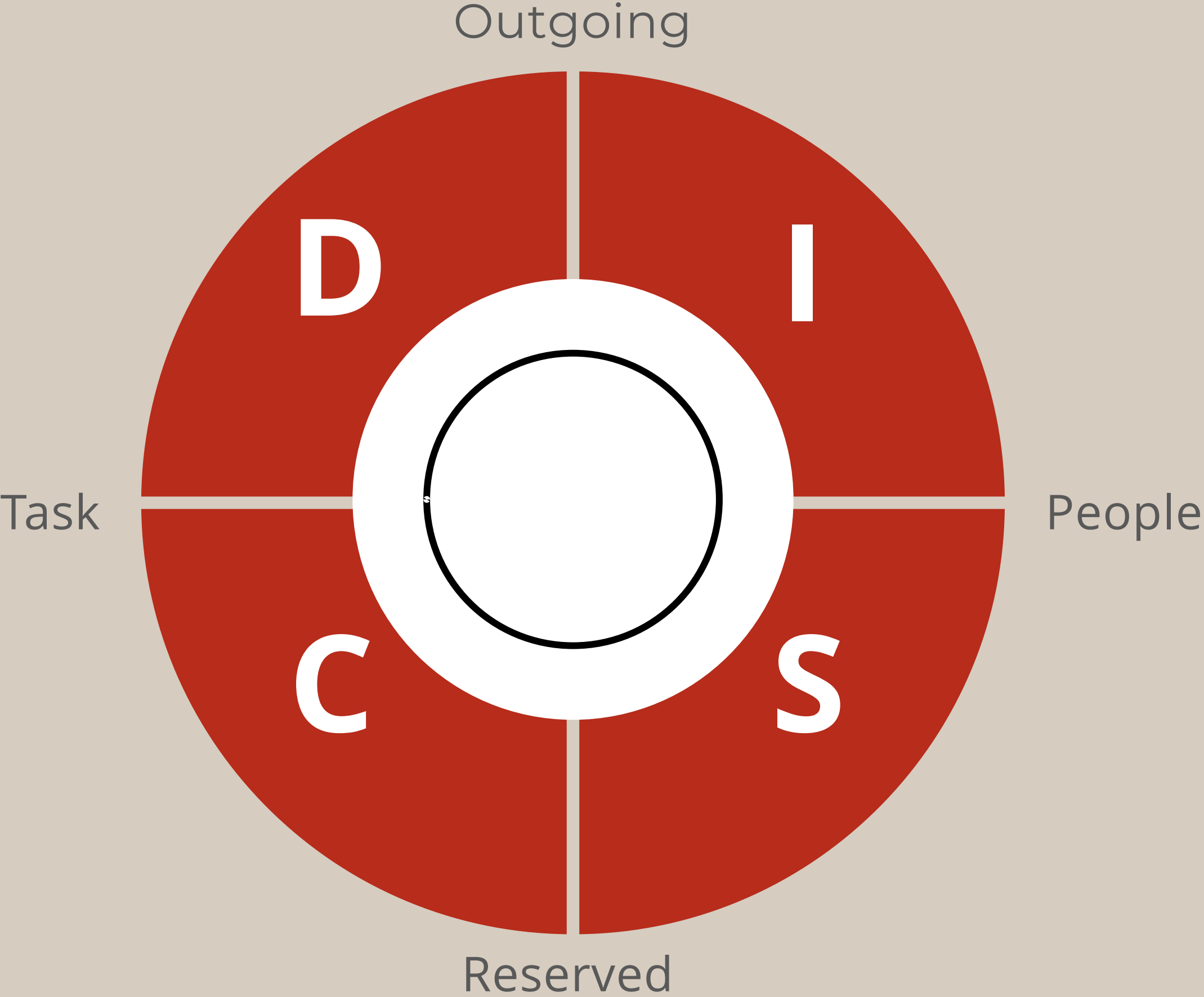
Activity

Task

People



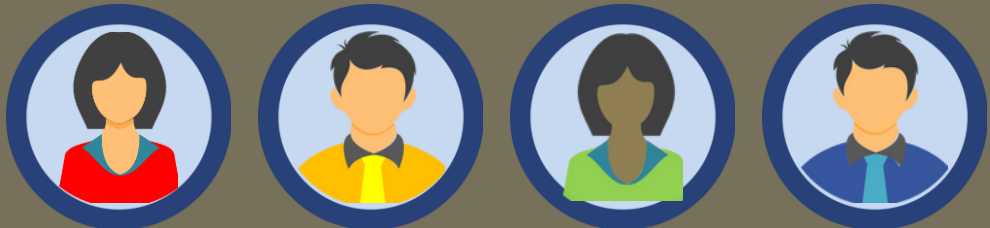
Behavioural model





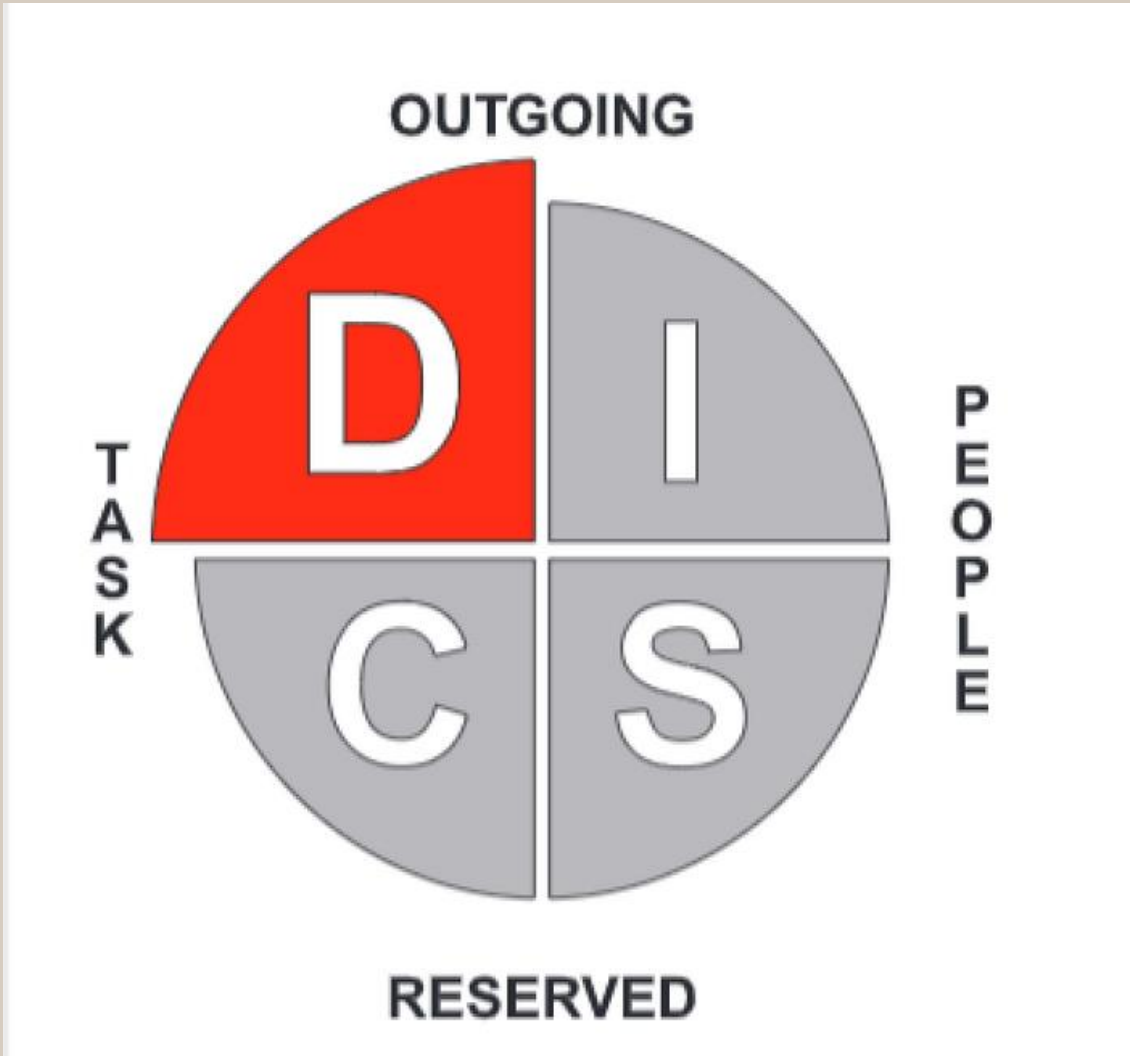
DISC Acronym

Dominance (**Drive**)
Influence (**Inspiring**)
Steadiness (**Supportive**)
Compliance (**Correct**)



The D Style Preference

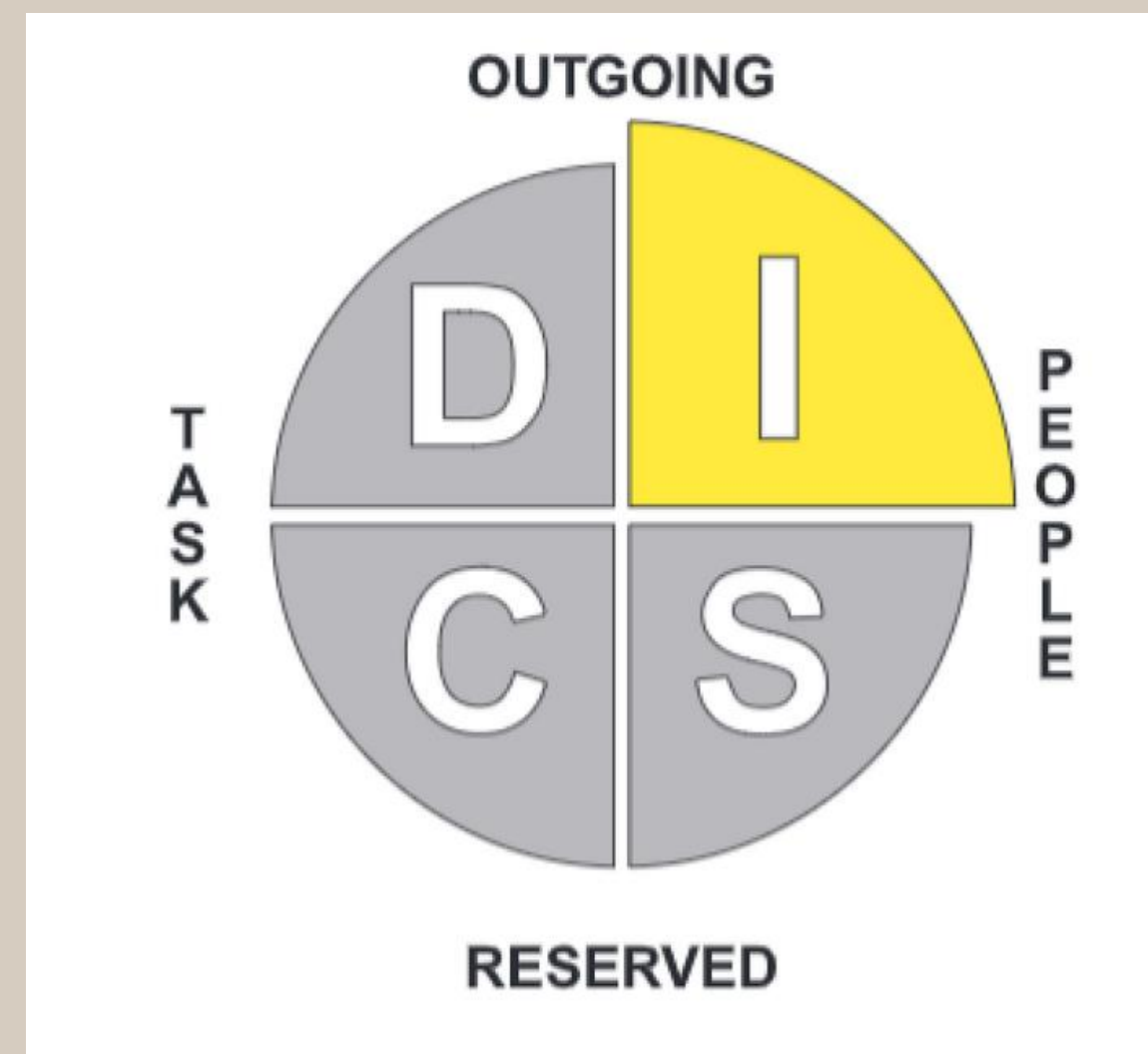
Dominant
Driven
Direct
Determined
Decisive
Demanding

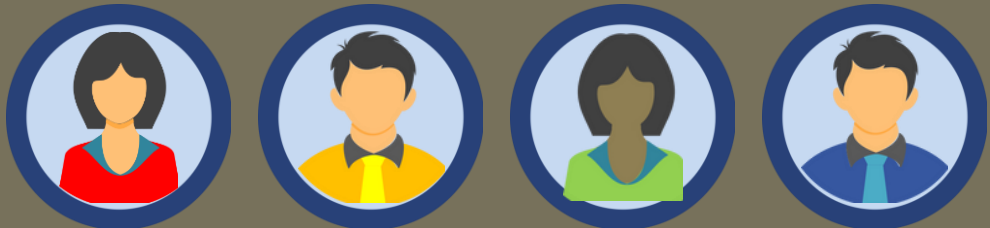




The I Style Preference

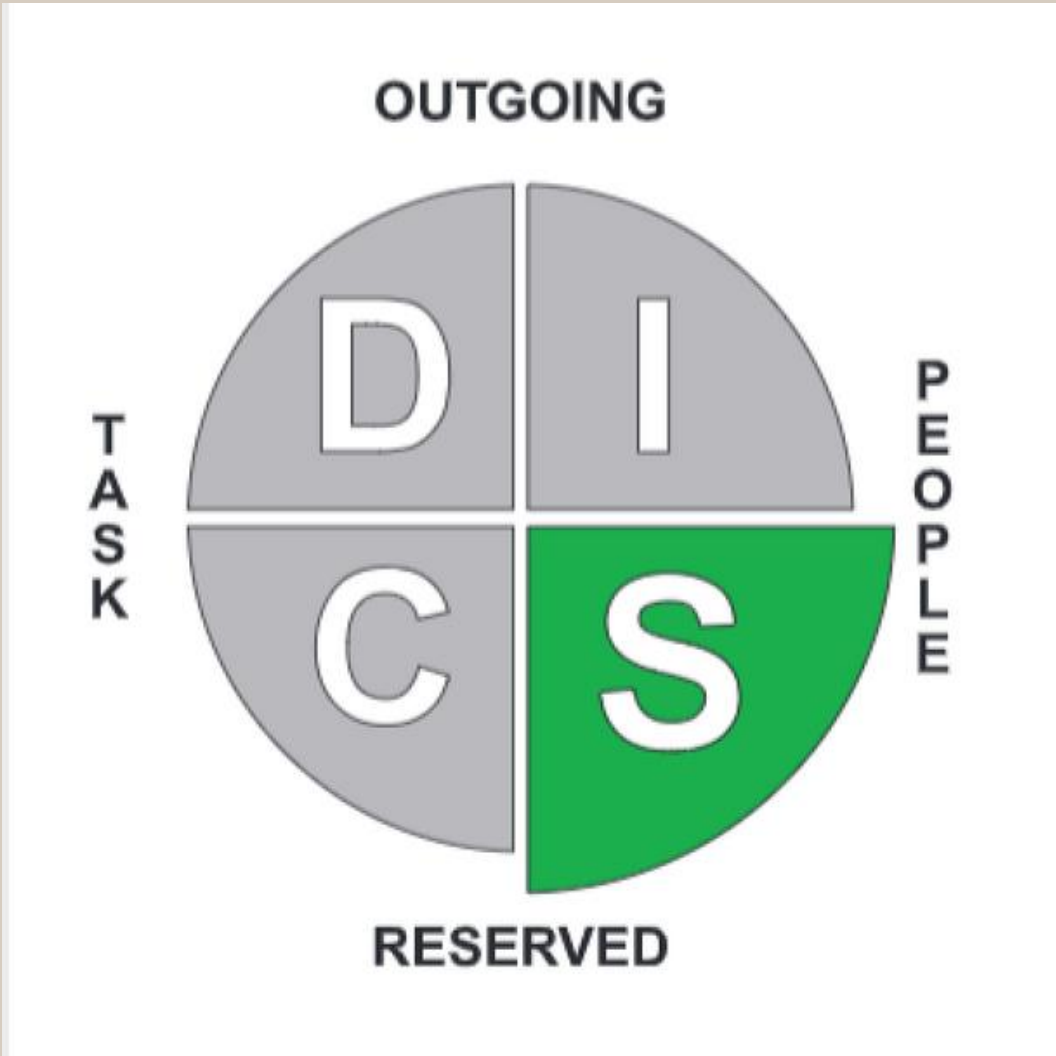
Influential
Interactive
Imaginative
Impulsive
Informal
Impressionable
Interested in people

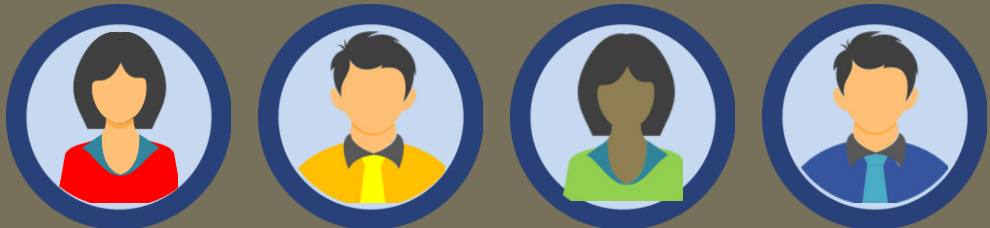




The S Style Preference

Steady
Stable
Supportive
Sensitive
Sentimental
Security seeking
Status quo

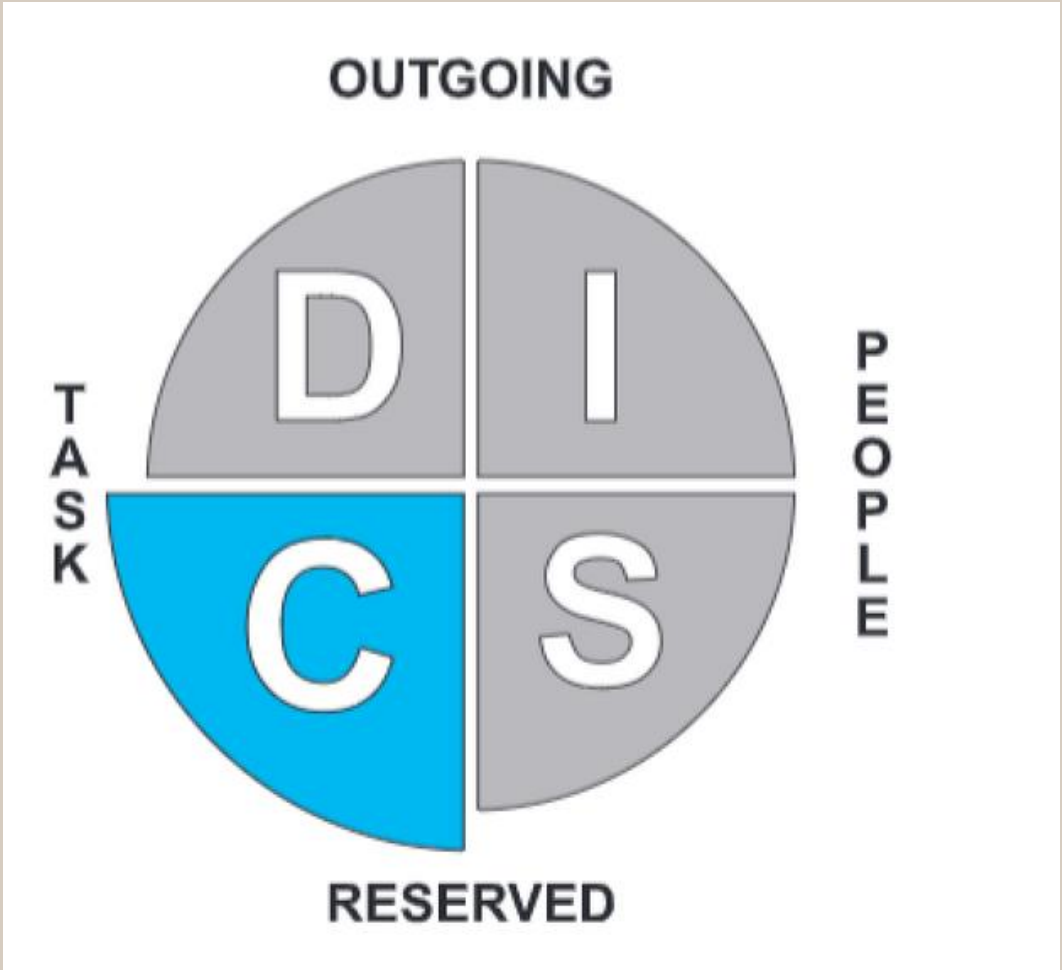




The C Style Preference



Cautious
Careful
Correct
Consistent
Competent
Conscientious
Compliant





Exercise

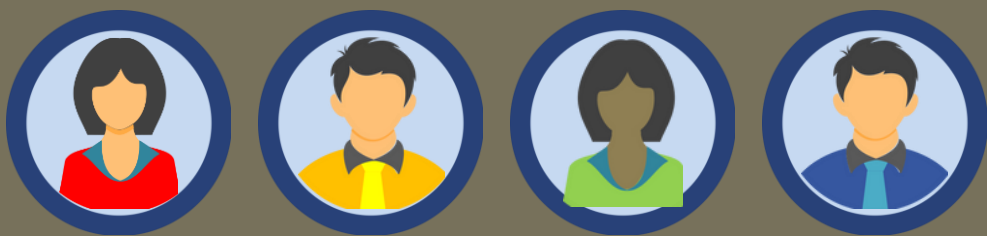
Think of a candidate or client you've worked with recently where the relationship has been challenging to build...

What do you think has been getting in the way?

How could you communicate with them more effectively?

How could you get more out of the relationship?





Reflection...

Powerful tool

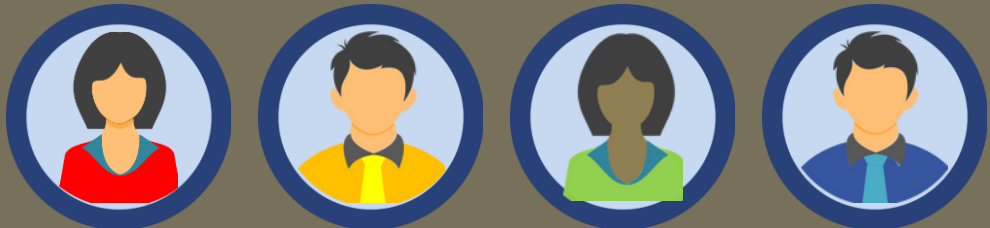
Understand people in minutes instead of months

Build better business relationships

Unlocks the potential of your team

Enhances management skills

Improves staff retention



Q&A

