

ASSESSING PEOPLE'S DISC STYLES

Directions: For each activity, determine which description fits a high D, I, S, and C style person. Write the letter in the blank.

GETTING ON AN ELEVATOR ON A BUSINESS MORNING:

- _____ Waits in line, but if it's too crowded takes the stairs.
- _____ Holds the elevator to let others in; says "always room for one more."
- _____ Walks up, gets on the elevator, pushes button to close door.
- _____ Counts the number of people on the elevator and if it exceeds the limit, makes someone get off.

SHOPPING FOR GROCERIES:

- _____ Shops without lists; tends to leave checkout line to get forgotten items.
- _____ Brings coupons and calculator to be sure of getting best deal.
- _____ Is prepared with a detailed list.
- _____ Enjoys telling you where everything is in the store.

ON THE GOLF COURSE:

- _____ Is a great scorekeeper, plays strictly by the rules, cleans the clubs frequently.
- _____ Golfs the same day, the same time, the same place every week and has an umbrella in case of rain.
- _____ Spends more time in the clubhouse talking to people.
- _____ Drives golf cart aggressively; tends to play through groups of other golfers.

GARDENING:

- _____ Belongs to garden clubs.
- _____ Grows vegetables and has a 3-year supply of canned corn.
- _____ Does not allow weeds on own lawn and notifies neighbors upon seeing weeds on their lawns.
- _____ Hires someone to mow lawn.

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GETTING ON AN ELEVATOR ON A BUSINESS MORNING:

- S Waits in line, but if it's too crowded takes the stairs.
- I Holds the elevator to let others in; says "always room for one more."
- D Walks up, gets on the elevator, pushes button to close door.
- C Counts the number of people on the elevator and if it exceeds the limit, makes someone get off.

SHOPPING FOR GROCERIES:

- D Shops without lists; tends to leave checkout line to get forgotten items.
- C Brings coupons and calculator to be sure of getting best deal.
- S Is prepared with a detailed list.
- I Enjoys telling you where everything is in the store.

ON THE GOLF COURSE:

- C Is a great scorekeeper, plays strictly by the rules, cleans the clubs frequently.
- S Golfs the same day, the same time, the same place every week and has an umbrella in case of rain.
- I Spends more time in the clubhouse talking to people.
- D Drives golf cart aggressively; tends to play through groups of other golfers.

GARDENING:

- I Belongs to garden clubs.
- S Grows vegetables and has a 3-year supply of canned corn.
- C Does not allow weeds on own lawn and notifies neighbors upon seeing weeds on their lawns.
- D Hires someone to mow lawn.

CELEBRITY PROFILES

CAN YOU GUESS THEM?

D?

I?

S?

C?

Mother Theresa _____

Ed Asner (as Lou Grant) _____

Barbara Walters _____

Eddie Murphy _____

Henry Kissinger _____

John Denver _____

Bill Cosby _____

Dr. Joyce Brothers _____

Candice Bergen (as Murphy Brown) _____

Mr. Spock (Star Trek) _____

General George Patton _____

Pope John Paul II _____

David Hartman _____

Albert Einstein _____

Dolly Parton _____

Jack Webb (Dragnet) _____

Mary Richard (The Mary Tyler Moore Show) _____

Bea Arthur (as Dorothy on Golden Girls) _____

Robert Young (Father Knows Best / Marcus Welby, MD) _____

Carol Burnett _____

Margaret Thatcher _____

Dom DeLouise _____.

CELEBRITY PROFILES

CAN YOU GUESS THEM?

D?

I?

S?

C?

Mother Theresa - S

Ed Asner (as Lou Grant) - D

Barbara Walters - D

Eddie Murphy - I

Henry Kissinger - C

John Denver - S

Bill Cosby - I

Dr. Joyce Brothers - C

Candice Bergen (as Murphy Brown) - D

Mr. Spock (Star Trek) - C

General George Patton - D

Pope John Paul II - S

David Hartman - S

Albert Einstein - C

Dolly Parton - I

Jack Webb (Dragnet) - C

Mary Richard (The Mary Tyler Moore Show) - S

Bea Arthur (as Dorothy on Golden Girls) - D

Robert Young (Father Knows Best / Marcus Welby, MD) - S

Carol Burnett - I

Margaret Thatcher - D

Dom DeLouise - I

DISC CAR PART EXERCISE

1. Divide the class into D, I, S, and C groups.
2. Tell each group to think of a car. You can either describe one for them or let them be creative. Ask each group to discuss different parts of the car. *Ex. steering wheel, brakes, seats, tires, radio, etc.*
3. Have each group come to consensus on what part of the car best describes their behavioral style.
4. Select a spokesperson and have that individual tell the class about their behavioral style and why they chose the particular part of the car they did. *Some examples: D – steering wheel or the accelerator because they want to be in control; I – vanity mirror, radio/CD player or car phone; S – brakes, mirrors, seatbelts; C – speedometer, etc.*

DISC FLAG EXERCISE

1. Divide the class into D, I, S, and C groups.
2. Give each group a large sheet of white paper and colored markers.
3. Tell each group to draw a flag that best represents their behavioral style to others. The flag should contain: *a symbol or drawing; a motto; 3 words or phrases that best describe their style.*
4. Have each group select a spokesperson. Have that person describe the flag to the group. Also have each group explain how they like to communicate with others AND how they would like other people to communicate with them.

LET'S PLAY D-I-S-C – O!

D-I-S-C-O is like BINGO. Each box identifies something about the people in this group. Seek out the different participants and ask them to sign their name if the item pertains to them. Please obtain only one signature per box. Collect as many different signatures as you can!

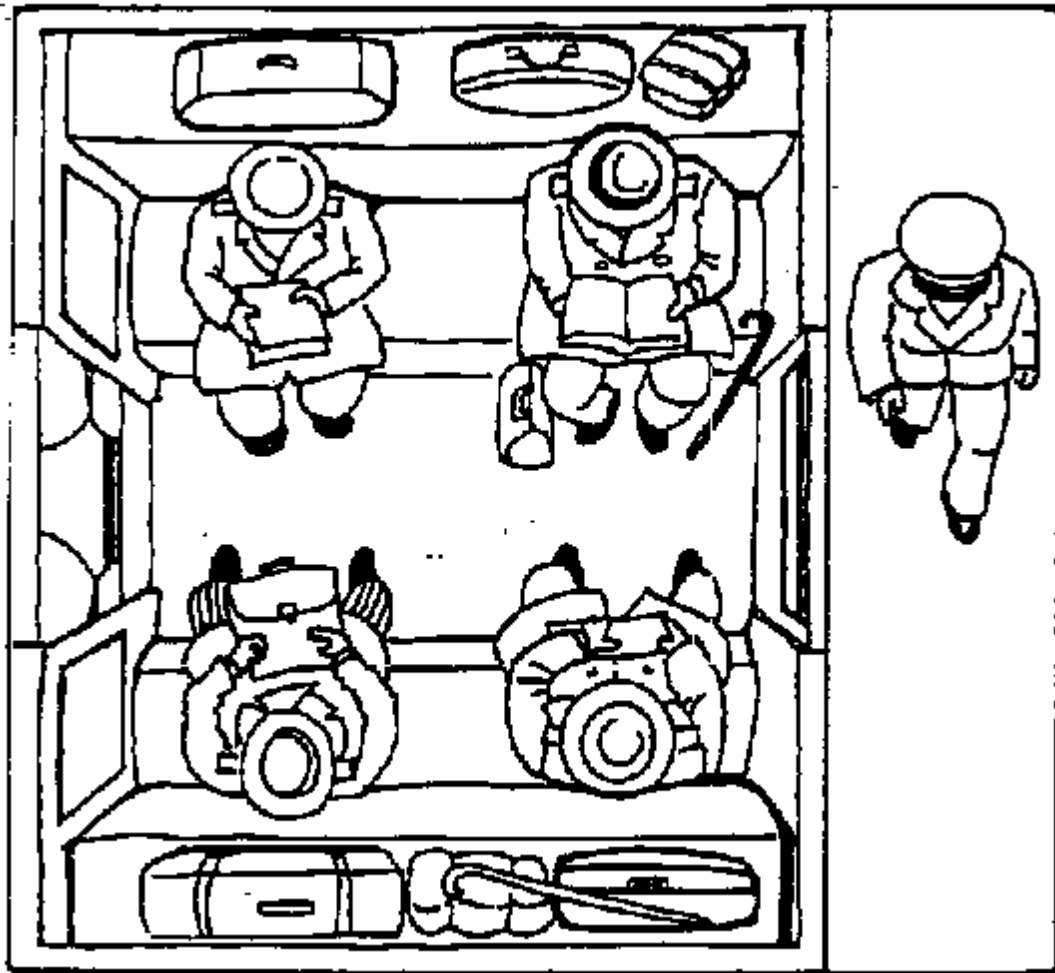
D	I	S	C	O
Knows a good joke and will tell it	Plays a musical instrument	Drives a pick-up	Tends to be persuasive	Owens a pet
Prefers to listen more than talk	Married to a reserved, cautious person	Likes to rearrange the furniture	Has traveled west of the Mississippi	Shops for a bargain
Owens an answering machine	Has conducted at least one seminar	Likes a challenge	Enjoys hosting parties	Tends to be outgoing
Can't cook without a microwave	Persuaded someone to buy something	Carries a calculator	Has held the same job for 5 years or longer	Has a messy desk
From a state or town that begins with A, E, I, O or U	Tends to be a soft-spoken person	Has a friend who plays strictly by the rules	Has an outgoing child	Left-handed person

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SPY IN THE BLACK TRENCH COAT

1. Four spies in trench coats sat in four facing seats
2. As they traveled the Peking Express
3. With two by the window and two by the aisle,
4. The arrangement was strange (as you guessed):
5. The English spy sat on Mr. B's left.
6. Mr. A had a coat colored tan.
7. The spy dressed in olive was on the German spy's right.
8. Mr. C was the only cigar smoking man.
9. Mr. D was across from the American spy.
10. The Russian, in khaki, had a scarf around his throat.
11. The English spy stared out the window on his left.
12. So who was the spy in the black trench coat?"



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Solution For The Spy In The Black Trench Coat

(→ Process flows Left to Right. New information is underlined. Q = Clue)

Q5. B? English
 1 2
 3 4
 English B?

Q6. A = tan
 A 7 spy in black

Q7. olive? German?
 1 2
 3 4
 English B?

Q8. Nothing
Q9. Nothing

Q10. Russian = khaki
 Russian ≠ A
 Russian =
 black

Q11. German
 1 2
 3 4
 English

Q12. Nothing

Go back to Q5

Q5. German
 1 2
 3 4
 English Mr. B

Q6. Nothing

Q7. olive German
 (not A)
 1 2
 3 4
 English Mr. B

Q8. Nothing
Q9. Nothing

Q10. olive German
 1 2
 3 4
 English Mr. B
Russian
Khaki

Q11. American
 olive German
 1 2
 3 4
 English B
Russian
khaki

Go back to Q6.

Q6. American A?
 olive German?
 1 2
 3 4
 English B
A? Russian
 khaki

Q7. Nothing
Q8. Nothing

Q9. American A
 olive German
 1 2
 3 4
 English B
D? Russian
 khaki

Go back to Q6

Q6. American A
 olive German
 tan
 1 2
 3 4
 D B
 English Russian
 khaki

The spy in the black is the Englishman. Mr. D (we know what color coat the rest have). 