



DiSC Style Needs, Wants, Fears & Emotions

Table with 5 columns: Type, Need, Want, Fear, Emotion. Rows include D (Outspoken & fast paced), I (Outspoken & fast paced and warm & accepting), S (Cautious & reflective), and C (Cautious & reflective and questioning & skeptical).

To identify what energy someone is using, ask yourself these questions & identify which pair of qualities they have (which maps to the types):

- 1. Is this person more outspoken & fast paced or are they more cautious & reflective?
2. Are they warm & accepting or are they questioning & skeptical?