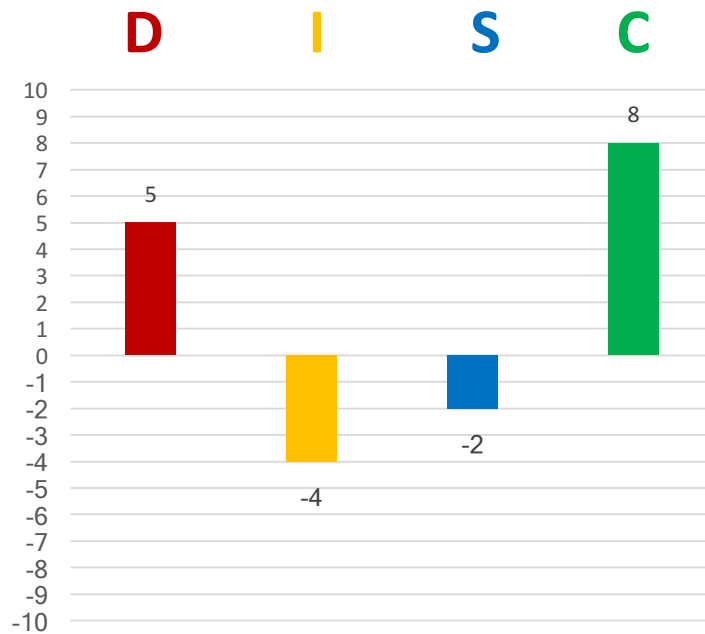


DISC INDICATOR PROFILE (DIP)

REPORT FOR JOHN SMITH



HIGH DOMINANCE	LOW INFLUENCE
Key Words: Dominating, Direct, Determined, Assertive, Competitive	Key words: Influential, Persuasive, Outgoing, Positive
People with a high D are authority driven and wants to be in charge and in control. They enjoy being challenged and are very competitive individuals with a very high ambition. High D's prefer not to work under supervision and tend to shy away from being controlled. They have a need for new and different activities.	High I's enjoy being in contact with people. They like influencing others and communicate with ease. High I's have a desire to help other people and to motivate them. They prefer group activities, inside and outside the working environment. They enjoy public and social recognition.
HIGH COMPLIANCE	LOW STEADINESS
Key Words: Key words: Compliance, Details, Accuracy, Quality	Key Words: Key words: Variety, Mobility, Change, Quick paced
High C's are detailed and quality orientated. They need precision work and an exact job description. They depend on detailed information to make their decisions. High C's always check their work for accuracy and comply to all the rules and procedures. They are quick to notice mistakes.	People with a Low S enjoys change and flexibility. They prefer environments that can offer a lot of variety and challenges which is also unstructured. They like to make quick decisions and are usually quick paced individuals. They may at times be less tolerant and in need of pressure. They like mobility and would probably be motivated in jobs which gives them the opportunity to travel.