



What is Extended DISC:

- Identifies people's behavioural styles
- Helps us understand our strengths and weaknesses
- Helps us to "get the right people, doing the right things":

Why use Profiling Tools

- Learn more about ourselves (self awareness)
- Learn more about others (other awareness)
- Improve recruitment – get the right "fit" for the role
- Put people in roles where they play to their strengths
- Improve communication and working relationships

What does Extended DISC measure?

- A person's natural (preferred) behavioural style
- How a person adjusts their behavioural style to cope with their current environment

What does Extended DISC NOT measure?

- Analyses people's behaviour – not their personality
- Does not classify people as good or bad
- Does not classify people as more or less intelligent
- Does not measure knowledge or skills – things which can be learned
- No behavioural style is better or worse than the others - all have their advantages

What areas does Extended DISC cover?

- Positive Qualities
- Potential Negative's (when under stress)
- What is important for them
- Leadership Style
- Fears, Dislikes, Stress Response
- Type of Selling they will excel at
- Type of product/service to sell
- Type of Customer Service

Benefits of Extended DISC

Recognise other people's styles

Learn how to relate (sell) to another style

Build cohesive teams that are effective sales people

Contact Synergy to book a profile for your next recruit, or your existing team