DISC Personality Assessments



"Personal growth increases hope. It teaches us that tomorrow can be better than today." John C. Maxwell

DISC Personality Indicator Report

The John Maxwell DISC Personality Indicator Report, or MDPI for short, is an online report that provides the client with powerful insights into several important areas in which their natural style presents itself in the clients personal and professional life.

In John Maxwell's book, <u>The 15 Invaluable Laws of Growth</u>, the Law of Awareness states, "You must know yourself in order to grow yourself." The MDPI is designed to help clients better know themselves and provide insight on how to grow themselves.

The report is based on the DISC methodology of human behavior. Dr. William Moulton Marston, while at Harvard University in the 1920's, developed the DISC Theory while doing research for his book, <u>The Emotions of Normal People</u>. When his research was complete, the DISC Theory was formed into a validated and reliable assessment for personal and professional development. DISC is the methodology used to help you identify four different dimensions of one's design: Your Behavior Style, Your Communication Style, Your Strength Style, and Your Work Style.

The DISC Personality System is the universal language of behavior. Research has shown that behavioral characteristics can be grouped together in four major groups. People with similar styles tend to exhibit specific behavioral characteristics common to that style. All people share these four styles in varying degrees of intensity. The acronym DISC stands for the four personality styles represented by the letters:

D = Dominant, Driver

- I = Influencing, Inspiring
- S = Steady, Stable
- C = Correct, Compliant

Knowledge of the DISC System empowers people to understand themselves, family members, co-workers, and friends in a profound way. Understanding behavioral styles helps people become a better communicator, minimize or prevent conflicts, appreciate the differences in others and positively influence those around them.

The client will be guided through an individualized 30-page report that maps things like the client's unique strengths, motivators and ideal environment. The coach will use the report to help the client gain the most insight and maximize how they can better know themselves to grow themselves.