

<b>D</b>	<b>I</b>	<b>S</b>	<b>C</b>
<b>Dominant Driver Determined Decisive</b>	<b>Influencing Inspiring Influential Interested in people</b>	<b>Steady Supportive Stable Sensitive</b>	<b>Compliant Cautious Correct Competent</b>
3% of the population	12% of the population	69% of the population	16% of the population
++++ Good problem solver Risk taker Strong ego Self starter Goal-orientated	++++ Outgoing Talkative Enthusiastic Persuasive Emotional	++++ Warm Easy-going Understanding Patient Good follow-through	++++ Accurate High standards Careful Systematic Precise
<b>Values to the team</b> Drives for results; organising others; values time; bottom-line orientated; innovative; challenges status quo	<b>Values to the team</b> Good motivator; creative problem solver; generates enthusiasm; peacemaker; works well with people	<b>Values to the team</b> Good listener; team-player; reliable; loyal; supportive; dependable; patient; thorough	<b>Values to the team</b> Quality & standards; excellence; compliant towards authority; follows directions; even-tempered
<b>Fears</b> Failure Being taken advantage of	<b>Fears</b> Rejection Loss of popularity	<b>Fears</b> Insecurity Change	<b>Fears</b> Conflict Criticism
<b>Motivators</b> Power and authority; New challenges and problems; freedom to act	<b>Motivators</b> Recognition & praise; Friendly environments; Others to handle detail	<b>Motivators</b> Security; Recognition for loyalty; Activities they can start and finish	<b>Motivators</b> Systems & procedures; Detailed tasks; High quality work; Logical organisation
<b>Communication Style</b> Tells	<b>Communication Style</b> Sells	<b>Communication Style</b> Listens	<b>Communication Style</b> Writes
<b>Task Orientated</b>	<b>People Orientated</b>	<b>People Orientated</b>	<b>Task Orientated</b>