

# Enhancing DiSC Newsletter

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Welcome to our 2nd Issue of Enhancing DiSC Newsletter. In this issue we will be discussing the upper half of the DiSC Circle, the Extrovert / In-Control. We will explore their strengths, weaknesses, opportunities to shine, opportunities to improve, the words they use, and their other attributes.

## **Extrovert / In Control-Upper Half of DiSC Circle**

### **Strengths:**

- Likes to be in control and to control situations and conversations
- Walks, talks, moves and thinks at a faster pace, action oriented
- Makes a powerful first impression, has a 'presence'
- Expresses opinions freely, adds emphasis frequently

### **Weaknesses:**

- Impatient, wants immediate results
- Not good with details
- Can focus on self and not on the team
- How often they succeed is more important than succeeding 100% each time

### **Opportunities to shine - situations where**

- there is chaos and/or the team needs a leader and/or direction
- a stagnant group or team needs energized / motivated
- persistence is needed

### **Opportunities to improve**

- listen more, focus on the other person
- soften voice tone, image, talk slower
- let others take the lead sometimes, be more low-key

### **Words They Use:**

'Energetic', 'enthusiastic', 'rewards', 'achievements', 'performance', 'potential', 'challenge', 'dynamite', 'energy', 'promotions'. Words with 'hard' sounds [p, k, and g, for examples]

### **Other Attributes:**

Uses short sentences, bullet points, varied facial expressions and are animated speakers.

In our next issue of Enhancing DiSC Newsletter we will be discussing the Lower Half of the DiSC circle, the **Introvert / Adapting Style**.

If you require additional information, or have any questions you would like addressed: Contact Us: [Shari@cornerstonestrategiesllc.com](mailto:Shari@cornerstonestrategiesllc.com)

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