

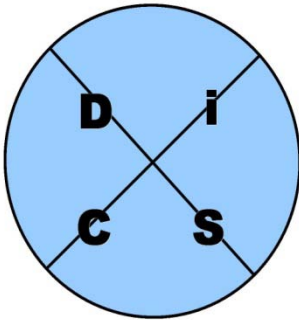
# Enhancing DiSC Newsletter

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Welcome to our 5th Issue of Enhancing DiSC Newsletter. In this issue we will be discussing the right half of the DiSC Circle, the **Socializing With Others** type. Also on the right half of the DiSC Circle are the Persuader, Promoter, Sociable, Counselor, Agent, Specialist, and Perfectionist patterns.

As before, we will explore their strengths, weaknesses, opportunities to shine, opportunities to improve, the words they use, and their other attributes.

## DiSC Circle



To the left is a simple illustration of the **DiSC Circle** that we will be using throughout our discussions.

As the top and bottom of the circle designate how much control one has or needs, the left and right sides show the closeness one needs to feel with others. Does your colleague/team member like to talk about their family or themselves, or are they 'all work and no play'. Imagine asking Donald Trump how his family is doing...I don't think it would be a very long conversation! Just like the Extrovert/Introvert, the secondary style can have a minor to a major influence on the primary style. That will explain the prominence of some traits, and the insignificance of others traits

## Socializing With Others-Right Half of DiSC Circle

### **Strengths:**

- Enjoys people interaction
- Makes others feel welcomed into the group
- Promotes concurrence and optimism

### **Weaknesses:**

- People's feelings can affect their judgment/decisions
- Long term relationships can hamper objectivity
- Can be overly agreeable when stressed

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

- Teams are stressed
- Customer service or service overall is critical
- Rebuilding relationships

## **Opportunities to improve**

- Become more assertive, especially in a leadership role
- Use more facts and objective thinking in making decisions
- Be more direct when making requests of others

### **Words They Use:**

'feeling', 'caring', 'exciting', 'I understand'

### **Other Attributes of the Socializing With Others type:**

Asks personal questions about 'feeling', encouraging talking about feelings

### **Right half i's and S's Patterns:**

Agent, Counselor, Promoter, Persuader, Specialist, Perfectionist, Sociable

Your next email from Enhancing Disc Newsletter will be a survey to assess your needs. Are we providing the information you need? What would you like to see in the Enhancing DiSC Newsletter? This survey will be conducted via Survey Monkey. You will be receiving details. Following the survey we are planning to move toward studying the "pure" DiSC styles and move into the related patterns., but your responses to our survey will certainly impact our future plans

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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