

# D.I.S.C. STYLE COMMUNICATION PREFERENCES

## Voice:

Slow pace  
Competent

## Do's for Communicating:

Expect them to want a lot of information  
Do respond logically

## Don'ts for Communicating:

Don't be too personal or informal  
Don't get too close to them  
Don't be disorganized

## Voice:

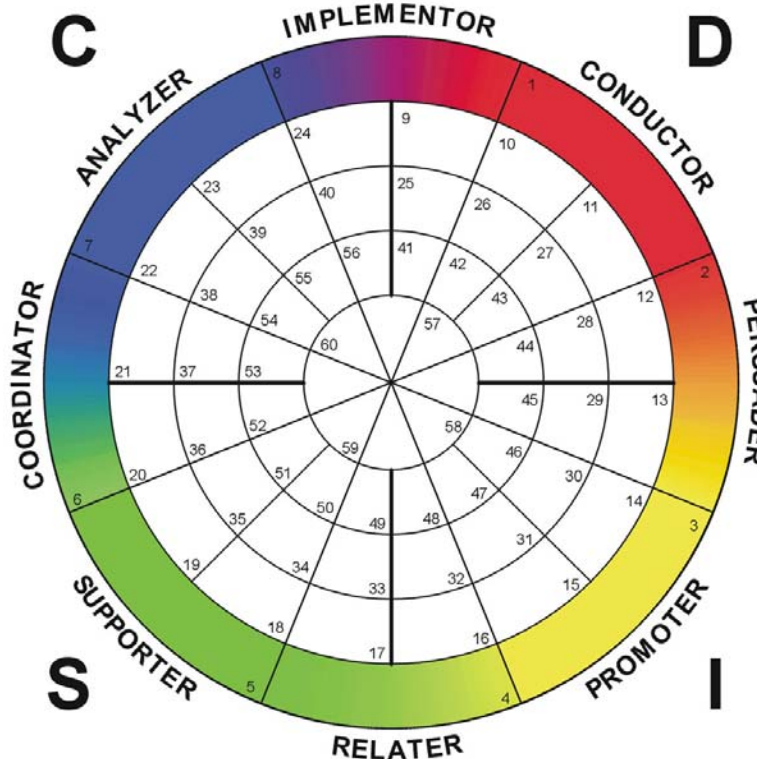
Slower pace  
Warm

## Do's for Communicating:

Expect them to be calm and methodical  
Do listen attentively

## Don'ts for Communicating:

Don't force a quick response  
Don't interrupt them  
Don't mistake their willingness to go along for satisfaction



## Voice:

Rapid pace  
Limit emotion

## Do's for Communicating:

Expect them to be blunt  
Be quick

## Don'ts for Communicating:

Don't ramble or chitchat  
Don't waste time  
Don't offer assurances you can't deliver

## Voice:

Rapid pace  
Friendly

## Do's for Communicating:

Expect them to show emotions  
Be empathetic

## Don'ts for Communicating:

Don't be curt or cold  
Don't be too businesslike  
Don't be impersonal or talk down to them