

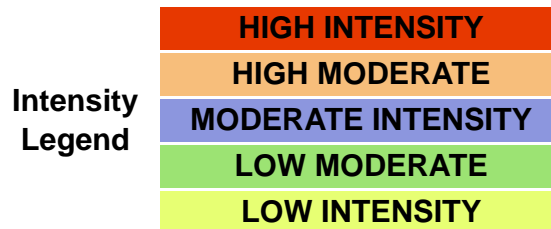
**Team Application Exercise: Integrated Behaviors - Natural**  
 Meet as a team to complete this exercise. Suggested time: 15-30 minutes.



**Debrief: Discuss the following items as a group**

1. What are the top three scores? These are the behaviors that this team exhibits MOST STRONGLY.
2. What are the bottom two to three scores? These are the behaviors that this team exhibits LEAST STRONGLY.
3. What implications do these facts have for the team? What are the strengths and weaknesses.
4. Do any individuals exhibit highs and/or lows that are opposite from the overall team highs and lows? Who? How might these individuals be regarded by the team? How might these individuals perceive the team's approach and/or effectiveness?
5. Are there any "ground rules" that the team should consider following as a group in the future, given what has been discussed?

TEAM MEMBER		PEOPLE INTERACTION (S/I)	TEAM SUPPORT (C/I)	ACCOMMODATION (S/D)	RULES VS. RESULTS (C/D)	DIRECTNESS (D/I)	PERSISTENCE (S/C)	PRECISION (C/S)	SOCIABLE (I/D)	SELF-DETERMINATION (D/S)	INDIVIDUALISTIC (D/C)	VITALITY (I/S)	SELF-ASSURED (I/C)
Claire	Bruce	14	12	41	39	23	52	48	77	59	61	86	87
Estelle	Chout	67	79	58	70	59	39	61	41	41	30	33	21
Belinda	Colubriale	20	21	36	37	34	48	52	66	64	62	80	79
Claire	Gorman	47	37	73	64	23	59	41	77	27	36	53	62
Savannah	Peters	56	55	83	82	23	51	49	77	17	18	44	45
<b>Team Average</b>		41	41	58	58	32	50	50	68	42	41	59	59
<b>Team Median</b>		47	37	58	64	23	51	49	77	41	36	53	62



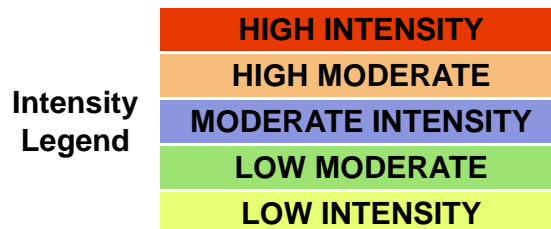
**Team Application Exercise: Integrated Behaviors - Adapted**  
 Meet as a team to complete this exercise. Suggested time: 15-30 minutes.



**Debrief: Discuss the following items as a group**

1. What are the top three scores? These are the behaviors that this team exhibits MOST STRONGLY.
2. What are the bottom two to three scores? These are the behaviors that this team exhibits LEAST STRONGLY.
3. What implications do these facts have for the team? What are the strengths and weaknesses.
4. Do any individuals exhibit highs and/or lows that are opposite from the overall team highs and lows? Who? How might these individuals be regarded by the team? How might these individuals perceive the team's approach and/or effectiveness?
5. Are there any "ground rules" that the team should consider following as a group in the future, given what has been discussed?

TEAM MEMBER		PEOPLE INTERACTION (S/I)	TEAM SUPPORT (C/I)	ACCOMMODATION (S/D)	RULES VS. RESULTS (C/D)	DIRECTNESS (D/I)	PERSISTENCE (S/C)	PRECISION (C/S)	SOCIABLE (I/D)	SELF-DETERMINATION (D/S)	INDIVIDUALISTIC (D/C)	VITALITY (I/S)	SELF-ASSURED (I/C)
Claire	Bruce	37	34	59	55	29	54	46	71	41	45	62	66
Estelle	Chout	57	67	66	76	41	40	60	59	34	24	43	33
Belinda	Colubriale	30	34	45	48	36	46	54	64	55	52	70	66
Claire	Gorman	48	39	66	57	32	59	41	68	34	43	52	61
Savannah	Peters	63	50	86	73	27	63	37	73	14	27	37	50
<b>Team Average</b>		47	45	64	62	33	52	48	67	36	38	53	55
<b>Team Median</b>		48	39	66	57	32	54	46	68	34	43	52	61



<b>Intensity Legend</b>	<b>HIGH INTENSITY</b>
	<b>HIGH MODERATE</b>
	<b>MODERATE INTENSITY</b>
	<b>LOW MODERATE</b>
	<b>LOW INTENSITY</b>

**Intensity Scoring Legend** - DISC Style intensity is a measure of how you will likely display the specific behavior when interacting and communicating with others in most situations

- **Low Intensity** - Low Intensity scores indicate the ABSENCE of this behavior in MOST situations.
- **Low Moderate** - Low Moderate Intensity scores are only SOMETIMES observable in SOME situations.
- **Moderate Intensity** - Moderate Intensity scores do not mean "mild." Moderate means the behavior is flexible and may or may not become observable based upon the requirements of the specific situation.
- **High Moderate** - High Moderate Intensity scores are frequently observable in many situations.
- **High Intensity** - High Intensity scores will be clearly observable, displayed more often and seen in most situations.

# The 12 Integrated Behaviors - Definitions

## The People Interaction Behavior (S/I)

*"How this individual's need for a steady pace and exercise of patience is impacted by their desire to connect and engage in social interaction."*

The People Interaction behavior measures HOW the strength of this individual's degree of patience and preferred activity level are influenced by the strength of their extroversion and a desire to socially interact and accommodate others. **Higher intensity scores** will display a great deal of care and consideration when crafting the words and deeds that impact others while **Lower intensity scores** will reflect a freewheeling and confident belief that most if not all interactive social situations can be handled "on the fly."

## The Team Support Behavior (C/I)

*"How this individual's need for accuracy, precision and following procedure is impacted by their desire for social connection and interaction."*

The Team Support behavior measures HOW the strength of this individual's desire for accuracy, structure, rules and standards is influenced by the strength of their desire to interact, engage and accommodate other people. **Higher intensity scores** display reliance upon structure, logic, facts and established data, procedures and protocols while **Lower intensity scores** display a more cordially social, engaging and accommodating communication style with a less focus on established protocols.

## The Accommodation Behavior (S/D)

*"How this individual's need to operate at a steady pace and innate degree of patience is impacted by their need for immediate results."*

The Accommodation behavior measures HOW the strength of this individual's level of patience and activity level are influenced by the strength of their desire to lead, command and direct activities focused on immediate results and solutions. **Higher intensity scores** reflect a willingness to consider, accommodate and support alternative solutions and ideas while **Lower intensity scores** reflect a propensity to make difficult decisions, remain firm in supporting and defending them sustained by a strong focus on achieving immediate results and accomplishing assigned goals.

## The Rules vs. Results Behavior (C/D)

*"How this individual's need for accuracy, precision and guidelines is impacted by their need for immediate results."*

The Rules vs. Results behavior measures HOW the strength of this individual's need to precisely follow established structural and procedural guidelines, standards and codes is influenced by their need for direct "results now" actions that target immediate accomplishments. **Higher intensity scores** identify a strong need to pursue objectives with guidance and reliance upon established structure, rules, organizational protocols and policies while **Lower intensity scores** suggest a more direct, immediate "result now" focus that will not likely be restrained by established protocols, procedures and policies.

## The Directness Behavior (D/I)

*"How this individual's dominance and 'results now focus' is impacted by their desire to interact, connect and relate to others."*

The Directness behavior measures HOW the strength of this individual's direct, assertive and results oriented communication style is influenced by their desire to build relationships and connect with others. **Higher intensity scores** identify a willingness to make and defend tough and even unpopular decisions while **Lower intensity scores** will identify an inclination to search for a more socially interactive, popular and accommodating solution.

## The Persistence Behavior (S/C)

*"How this individual's need for pace and patience is impacted by their need for accuracy, precision and planning."*

The Persistence behavior measures HOW the strength of this individual's patience, activity level and team support is influenced by their need for accuracy, precision and structure. **Higher intensity scores** reflect an emphasis on supporting planned group and team efforts while **Lower intensity scores** reflect a need to follow established policies and procedures even if it requires running counter to the team's direction that may be advocating alternative or even potentially risky actions.

# The 12 Integrated Behaviors - Definitions Continued

## The Precision Behavior (C/S)

*"How this individual's need for accuracy, precision and planning is impacted by their desire for team support and accommodation."*

The Precision behavior measures HOW the strength of this individual's need for structure, accuracy, order and precision is influenced by their pace, patience and level of team accommodation. **Higher intensity scores** reflect a desire to operate in a "fail-safe" environment supported by accurate data and through preparation while **Lower intensity scores** suggest steady paced progress, strong support, consideration and accommodation for the team's overall direction.

## The Sociable Behavior (I/D)

*"How this individual's need for social interaction is impacted by their assertiveness and desire for immediate results."*

The Sociable behavior measures HOW the strength of this individual's preference for cordial social interaction and people connection is influenced by their need for immediate results. **Higher intensity scores** reflect an emphasis on seeking, building and sustaining personal relationships while **Lower intensity scores** reflect a much stronger competitive "result now" focus with less effort on accommodation and building relationships.

## The Self-Determination Behavior (D/S)

*"How this individual's degree of assertive "results now" focus is impacted by their level of patience."*

The Self-Determination behavior measures HOW the strength of this individual's direct, assertive and "results now" oriented behaviors are influenced by their degree of patience and preferred pace. **Higher intensity scores** identify a preference toward a more "now oriented pace" that is keyed toward taking actions that achieve immediate results and goals while **Lower intensity scores** identify a steadier, less urgent pace that embraces planning and careful consideration of consequences prior to taking action.

## The Individualistic Behavior (D/C)

*"How this individual's "results now" assertiveness is impacted by their desire to be accurate, analytical and structured."*

The Individualistic behavior measures HOW the strength of this individual's direct, assertive and "results now focus" is influenced by their need to precisely follow established structural and procedural guidelines while pursuing objectives. **Higher intensity scores** will not likely be deterred by potential restraints or established policies especially if they are perceived to impede immediate results while **Lower intensity scores** will favor strong and precise compliance and adherence to established structure, rules, policy and procedures.

## The Vitality Behavior (I/S)

*"How this individual's people focused extroversion is impacted by their preferred pace and activity level."*

The Vitality behavior measures HOW the strength of this individual's desire for interpersonal connections is influenced by their degree of urgency, preferred pace and activity level. **Higher intensity scores** reflect a high energy, freewheeling, confident and engaging style that will likely embrace new ideas and concepts while **Lower intensity scores** reflect thoughtfulness and care when crafting both words and deeds as one moves steadily toward the identified goal and objective.

## The Self-Assured Behavior (I/C)

*"How this individual's people oriented extroversion is impacted by their need for accuracy and structure."*

The Self-Assured behavior measures HOW the strength of this individual's extroversion and desire for personal connection with others is influenced by their need for structure, detail, and accurate evidence prior to taking action. **Higher intensity scores** can sometimes lead to overconfidence with a willingness to improvise and to take spontaneous actions vs. thorough planning while **Lower intensity scores** reflect a cautious and conscientious approach that seeks to take actions that are supported by reliable tactics, trusted data and past successes.