GLOBAL BUSINESS COACHING

Communicating With Aliens


• Manage
• Sell
• Work

AGENDA

- Why
- Model
- You
- Others

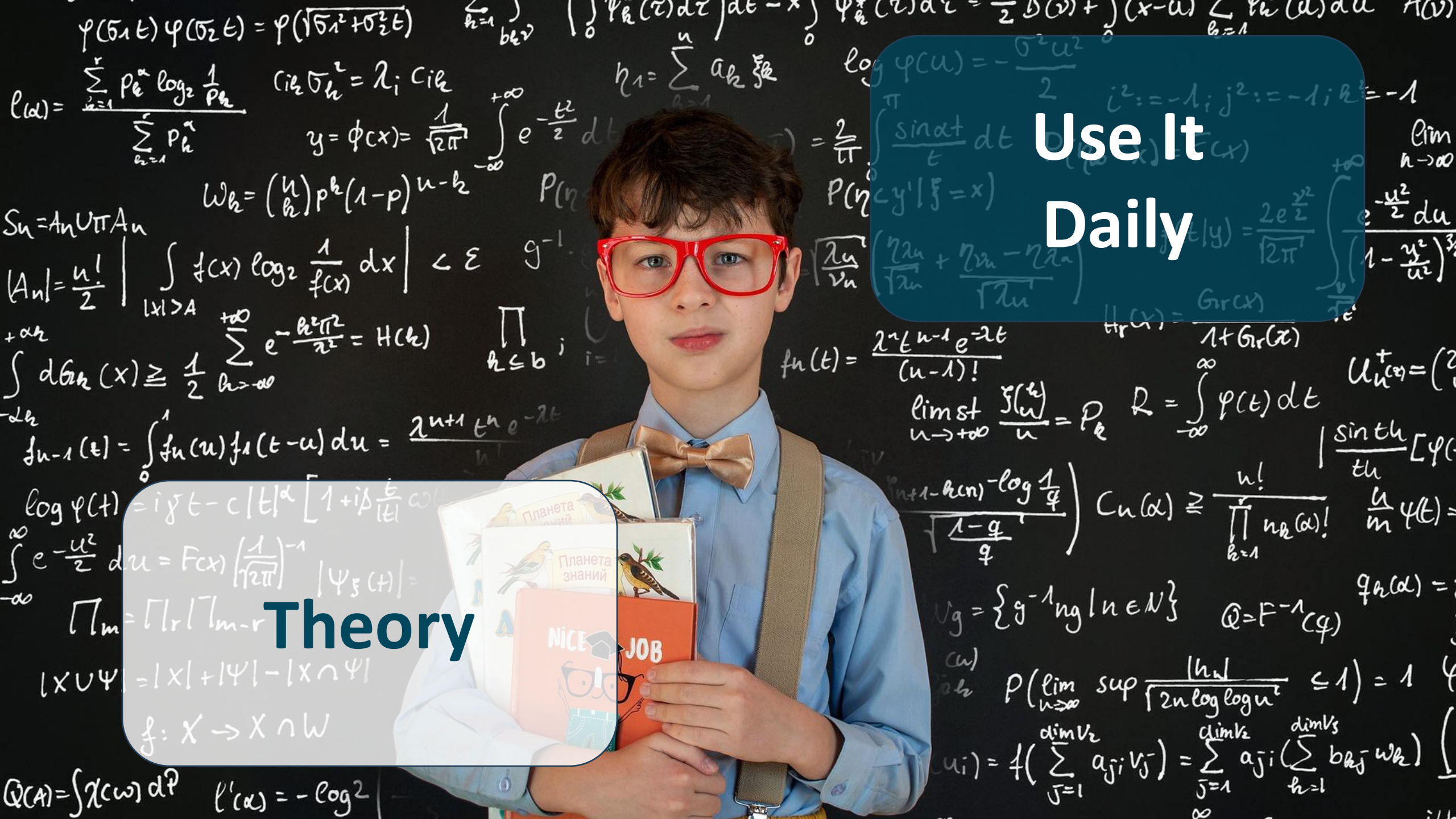
Understanding

Aliens


Harmony
Noise

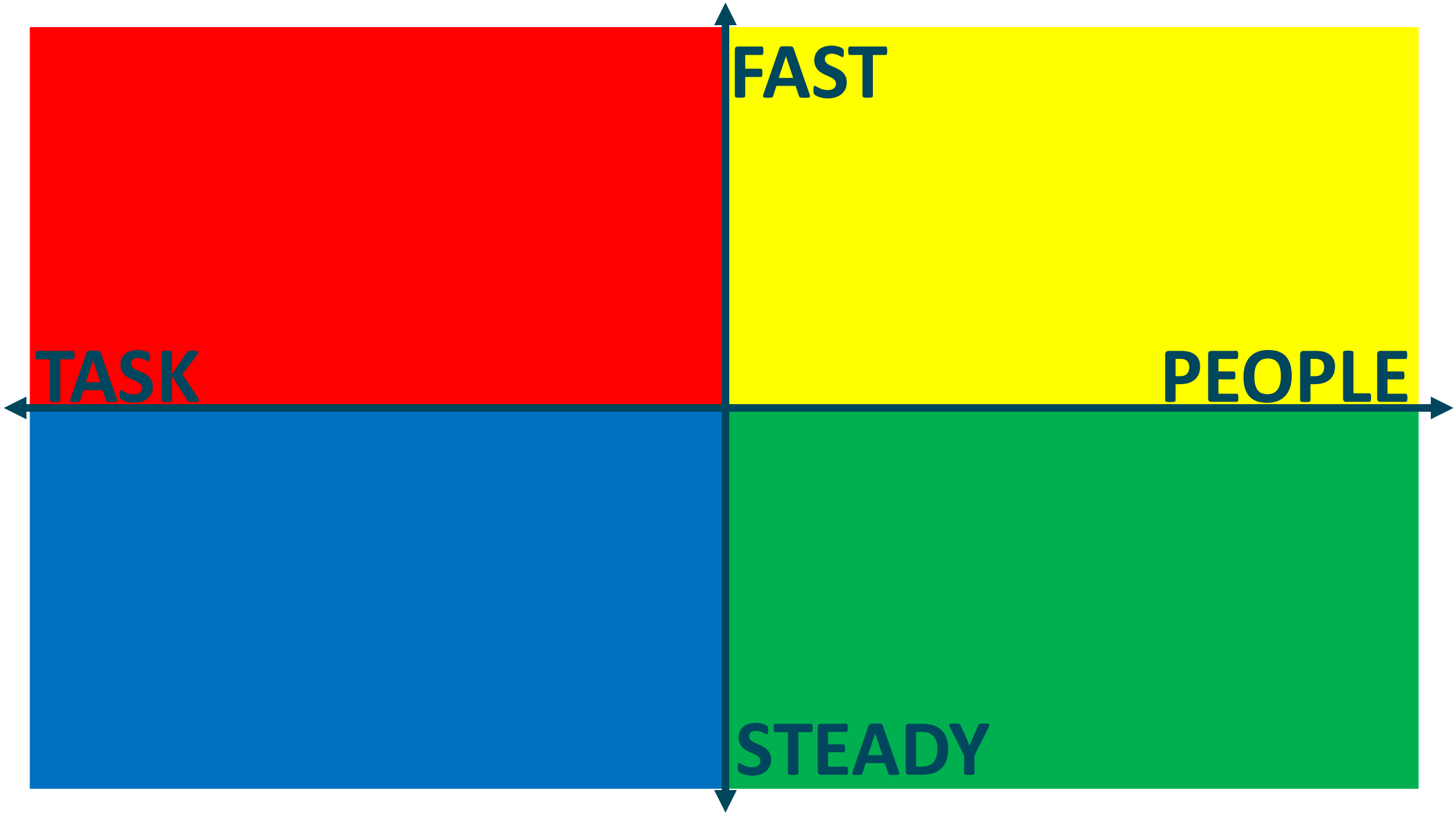

Co-operation
Constant Battle


Save Time
To Busy


Use It
Daily
Theory
Планета знаний
NICE
JOB


Tool
Manipulation

INTRODUCTION TO D.I.S.C MODEL

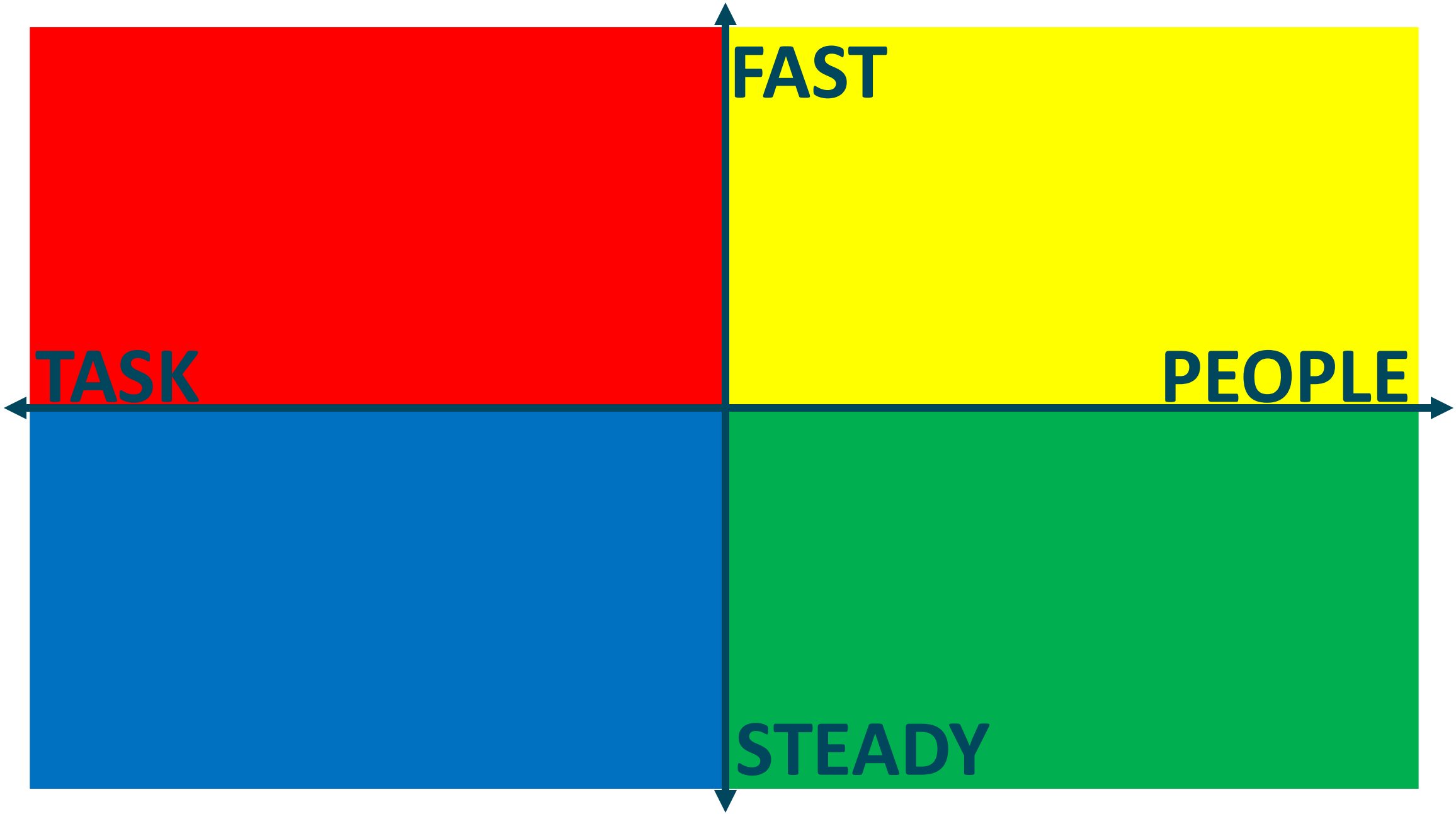

FAST
TASK
PEOPLE
STEADY

WE ARE NOT ALL THE SAME

TREAT OTHERS AS YOU WANT TO BE TREATED

TREAT OTHERS AS THEY WANT TO BE TREATED

USING IT WITH OTHERS


FAST
TASK
PEOPLE
STEADY

MANAGING OTHERS

SELLING TO OTHERS

WORKING WITH OTHERS

PLAYING CARDS

Alan Short

DISC Profile

- Dominant 12%
- Influencing 2%
- **Steady 87%**
- **Conscientious 83%**

Alan is Supportive and Analytical

Show Appreciation to Alan by:

1. Spending quality time with Alan focused on working on a problem together free of interruptions
2. Words of affirmation that Alan's work is appreciated

When Communicating with Alan, DO:

- Assure Alan that there won't be any unexpected surprises.
- Be candid, open, and patient.
- Alan will follow through, so you should be certain to follow through on your part.
- Give Alan time to verify the issues and potential outcomes.
- Approach issues in a logical, straightforward, and factual way.
- Be sensitive to possible areas of disagreement as Alan may not be verbal about them.
- Ask 'how' oriented questions to draw out Alan's opinions.

When Communicating with Alan, DON'T:

- Be vague about what's expected of the group.
- Be rude, abrupt, or too fast-paced in your delivery.
- Leave things up in the air, or decide by chance.
- Fail to follow through. If you say you're going to do something, do it.
- Leave an idea or plan without backup support.
- Offer assurances and guarantees that you can't fulfil.
- Offer promises that you can't keep.

GET HELP

DISC ASSESSMENT

BOOK A CALL

QUESTIONS