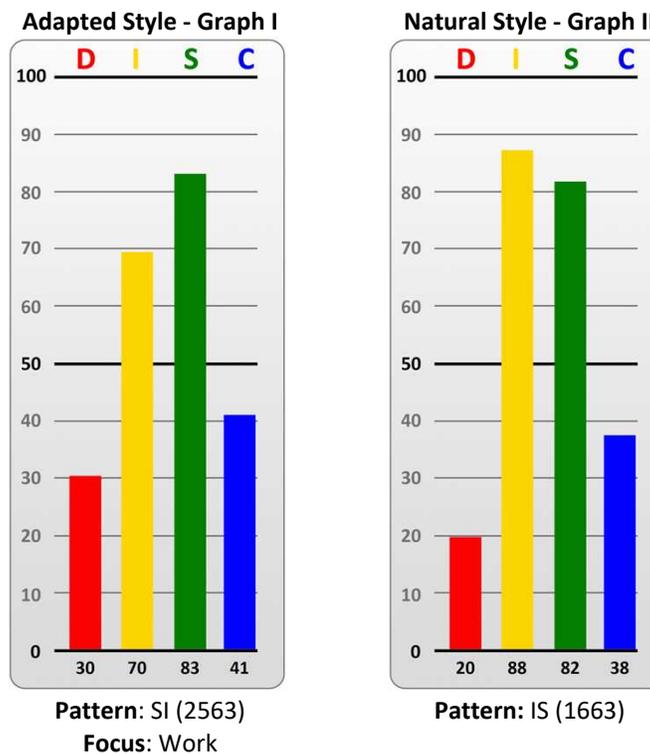


DISCstyles eGraphs for Mary Ann Otake

Your Adapted Style indicates you tend to use the behavioral traits of the SI style(s) in your selected Work focus. Your Natural Style indicates that you naturally tend to use the behavioral traits of the IS style(s).

Your Adapted Style is your graph displayed on the left. It is **your perception of the behavioral tendencies you think you should use in your selected focus** (work, social or family). This graph may change when you change roles or situations. The graph on the right is your Natural Style **and indicates the intensity of your instinctive behaviors and motivators**. It is often a better indicator of the “real you” and your “knee jerk”, instinctive behaviors. This is how you act when you feel comfortable in your home environment and are not attempting to impress. It is also what shows up in stressful situations. This graph tends to be fairly consistent, even in different environments.



If the bars are similar, it means that you tend to use your same natural behaviors in either environment. If your Adapted Style is different from your Natural Style, this may cause stress if over a long period of time. You are then using behaviors that are not as comfortable or natural for you.

The four-digit numbers (under the graphs) represent your segment numbers in DISC order and dictate the adjectives highlighted on the Word Sketch pages.

The higher or lower each D, I, S, C point is on your graph, the greater or lesser your behavior impacts your results at work and with others around you. Once aware, you can adapt your style to be more effective. Can you change? Of course! You do it every day depending on your situations. However, permanent behavioral change comes only with awareness and practice.

Communication Tips for Others

The following suggestions can help others who interact with you understand and be aware of your communication preferences. To use this information effectively, share it with others and also discuss their preferences.

Check the two most important ideas when others communicate with you (dos & don'ts) and transfer them to the Summary of Your Style page.

When Communicating with Mary Ann, DO:

- Provide assurances about Mary Ann's input and decisions.
- Show sincere interest in Mary Ann as a person.
- Plan to talk about things that support Mary Ann's dreams and goals.
- Break the ice with a brief personal comment.
- Be candid, open, and patient.
- Ask for Mary Ann's input regarding people and specific assignments.
- Put the details in writing, but don't plan on discussing them too much.

When Communicating with Mary Ann, DON'T:

- Offer assurances and guarantees you can't fulfill.
- Be impersonal or judgmental.
- Leave the idea or plan without backup support.
- Talk down to Mary Ann.
- Be overly task-oriented.
- Be vague or ambiguous.
- Let the discussion with Mary Ann get caught in dreams too much, otherwise you'll lose time.

Your Motivators: Wants and Needs

Motivation is the enthusiasm or willingness to do something. Everybody is motivated; however, all people are motivated for their own reasons, not somebody else's. Simply, people are motivated by what they want.

Our behaviors are also driven by our needs. Each style has different needs. If one person is stressed, they may need quiet time alone; another may need social time around a lot of people. Each has different ways to meet their needs. The more fully our needs are met, the easier it is to perform at an optimal level.

Choose the two most important wants and the two most important needs and transfer them to the Summary of Your Style page.

You Tend to Be Motivated By:

- Evidence that a new process has been successful in similar applications.
- Projects and assignments that provide interpersonal contact, and an opportunity to help both internal and external stakeholders.
- A work culture that is supportive of family activities and commitments.
- Flexibility to circulate and talk with a variety of people.
- A supervisor, manager, or board who practices a democratic leadership process.
- Acceptance as a positive and supportive member of the organization and team.
- Identification with the organization, team, and others with whom a spirit of work responsibility has been established.

People With Patterns Like You Tend to Need:

- To be more realistic and ambitious in setting deadlines for team projects.
- Detailed delegation of responsibilities, to reduce ambiguity and confusion.
- To learn to say "no" more often in order to avoid spreading yourself too thin.
- To get better control of files and record keeping.
- Increased urgency in decision making.
- Encouragement to keep the positive spirit and optimism when the pressure is on.
- A sense of belonging to the team or organization as a whole.

What You Bring to the Organization

This page provides useful insights for a job or as you work together on a team or family project. These are the talents and tendencies you bring. When used in environments that you are most effective in, you are likely to be self-motivated to accomplish great things. It is possible that you may not always be in an environment that allows you to be your best. We recommend you speak with your leader to see what can be incorporated into your current environment to help maintain your motivation. Check the two most important strengths, the two most important work style tendencies and the two most important environmental factors and transfer them to the Summary of Your Style page.

Your Strengths:

- You are able to build positive relationships with internal and external stakeholders.
- You bring a high "sincerity factor" to the team climate.
- You are able to reach goals by working with and supporting the efforts of others on the team.
- Your strong optimism helps motivate the team toward their goals.
- You are a good listener.
- You are able to negotiate conflicts into win-win situations.
- You demonstrate a high degree of patience in working with others.

Your Work Style Tendencies:

- You are optimistic and motivated to be an excellent team player, able to defer your ego when working with others who may prefer having more control of the situation.
- You are perceived by others on the team as a good listener.
- At work, you tend to have a "long fuse," and are not easily angered, although you may take some of the anger home to vent.
- You tend not to force your own ideas on others with edicts, but rather by offering considered suggestions.
- You show a high degree of persistence in working on projects, especially over the long haul.
- On the job, you tend to say "yes" more often than "no," when asked to help out with a colleague's project or problem.
- You meet new people easily and prefer networking with others rather than working in solitary conditions.

You Tend to Be Most Effective In Environments That Provide:

- A work culture that allows for your natural interest in helping others learn and grow professionally.
- A favorable working climate containing positive attitudes and optimistic spirit.
- Clear responsibility and lines of authority to avoid confusion or overlapping initiatives.
- A participatory manager or board with whom a democratic relationship has been established.
- Support and appreciation of your individual efforts.
- A job culture where there is little hostility, confrontation, anger, or pressure.
- Specialized assignments that also involve working and communicating with a variety of people.