

Cartoons

Category: Review

Goal: Practice identifying behavioral styles

Materials: Cartoons handout and DISC job aid

Preparation: Individuals have basic knowledge of all four behavioral styles and characteristics.

Grouping: Pairs or teams

Timing: 5-10 minutes

Assignment:

Have individuals pull out a reference sheet (Page 23 in report) or job aid with all 4 styles described. Instruct them to (1) refer to the woman in each of the 4 cartoons; (2) identify her natural style; (3) remind them to look at her behavior as well as what she is saying; (4) let them know there is one assigned style for each one; (5) ask them to not take any offense...we're poking a little fun at each style.

Debrief:

1. The Upper Left is "S." To think of it as an "I" is a common mistake because of the comment "pleasing." But an "I" would never have the patience to make all those sandwiches!
2. The Upper Right is an "I." Usually participants get this one right. High "I"s can get easily excited...I should know!
3. The Bottom Left is a "C." Some participants may have thought it was a "D" but a "D" would buy a new car before they would ever take it apart!
4. The Bottom Right is a "D." I suggest customer service is probably not the best match for this style although they could do it, but it would take so much effort....so why?

