



Dimensions of Behavior in Action

DiSC Humor

How food fares with the DiSC Dimensions of behavior:

High D

- ◆ Sometimes eats over the sink.
- ◆ Likes to try new, exotic, different foods.
- ◆ Loves to microwave everything, even water.
- ◆ Never follows recipes, has to add and substitute.
- ◆ Eats out a great deal.

High i

- ◆ Entertains a great deal.
- ◆ Likes gourmet foods.
- ◆ Has latest kitchen gadgets but doesn't use them.
- ◆ Attracted to fancy packaging.
- ◆ Wants to know what all their friends are cooking for dinner.

High S

- ◆ Values meals and considers them important family time.
- ◆ Considers the kitchen the most important room in the house.
- ◆ Eats from the four basic food groups each day.
- ◆ Likes to exchange recipes.
- ◆ Cooks whatever anyone wants to eat, even if that means eating things they don't like.

High C

- ◆ Reads all labels.
- ◆ Knows all the percentages of protein, fat and carbohydrates in foods.
- ◆ Shops for good prices and utilizes coupons.
- ◆ Buys kitchen gadgets if they are economical and well-constructed.
- ◆ Never leaves the house without a fat and calorie guide book in case they might eat out.



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Getting on a busy elevator

- ◆ The D walks up, gets on the elevator, pushes the button that closes the door.
- ◆ The i lets others in, says, “Always room for one more,” and “Come in, you’re going to be late; we’ll wait for you!”
- ◆ The S will wait in line, moving from one line to another, appearing unable to make a decision.
- ◆ The C will get on the elevator. If it’s crowded, the C will count the number of people and, if the number is over the limit, will make someone get off.

Shopping for groceries:

- ◆ The D is the impulse shopper. No list.
- ◆ The i tells you where everything is in the store, whether you ask or not.
- ◆ The S is prepared, has a list and gets it done efficiently.
- ◆ The C wouldn’t think of going shopping without coupons and a calculator.

On the golf course:

- ◆ Watch out for the D driving the golf cart. They frequently play through groups of golfers.
- ◆ The i spends more time in the club house talking than on the course.
- ◆ The S golfs the same day, the same time, the same place, using the same clubs.
- ◆ The C keeps score and plays strictly by the rules. They clean their clubs a lot, too.

Hanging Wallpaper:

- ◆ The D says, “Come over Saturday and help me wall paper. And bring the paste.” Then starts in the middle of the living room. The patterns don’t match. The D says, “So what. That’s what drapes and pictures are for.”
- ◆ The i has the wallpaper in the closet with the paste. It’s on the list of things to do. They never get around to it.
- ◆ The S has to find a pattern that everyone likes before they even begin to think about hanging it.
- ◆ The C starts in a closet or in the garage to be sure the pattern is going to match. Then gets it exactly right before starting on the living room.



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Ask for something on their desk:

- ◆ The D has a messy desk. They say, “It’s there somewhere—you look for it.”
- ◆ The i says, “I’m busy right now. Give me a few minutes and I’ll get back to you.” They don’t know where it is, but won’t admit it.
- ◆ The S has everything filed in alphabetical order or by color code.
- ◆ The C says, “It’s the third thing down in that pile.” The desk may be messy, but they know where everything is.

Cooking a meal:

- ◆ The D can’t cook without a microwave.
- ◆ The i likes to cook for groups and has an extra place set at the table in case company stops by.
- ◆ The S prepares a meal from scratch and rotates around a dozen standard recipes.
- ◆ The C can’t cook without a timer and measuring cups.

Reading a newspaper:

- ◆ The D mainly reads the headlines and scatters the sections in the process.
- ◆ The i will read the obituaries first to see if they know anyone.
- ◆ The S looks over the entire paper. They clip interesting articles.
- ◆ The C calls the newspaper if a word is incorrectly spelled.

Seeing a movie in a theater:

- ◆ The D comes in late and makes everyone stand while they take a middle seat.
- ◆ The i attends in groups. They do the applauding and talking.
- ◆ The S gets there 15 minutes early. They are seeing the film again.
- ◆ The C reads reviews before attending.



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Behavior the *DiSC*® Profile didn't tell you about:

You know your **D** is too high when you...

- ◆ Are walking around a lake and decide to walk across it for a change of pace.
- ◆ Declare your front yard a sovereign nation and attempt to reach a foreign trade agreement with Japan on car imports.
- ◆ Feel the urge to direct traffic downtown at 5 p.m.
- ◆ Start reminiscing about the good old days when it was legal to duel with guns to settle an argument.
- ◆ Arrive at work at 8 a.m. and by 8:03 a.m. no one is speaking to you.
- ◆ Are honored as "Troublemaker of the Year" by an underground terrorist organization.

You know your **i** is too high when you...

- ◆ Leave a message on a friend's answering machine and need to call four times to eave your entire message.
- ◆ Offer to help an elderly lady cross the street when she is sitting on her front porch with no intention of moving.
- ◆ Try to impress your garbage collector by placing odor-absorbing devices in your garbage cans.
- ◆ Feel like reading a book and invite five friends to come over to read it with you.
- ◆ Dial a wrong number and talk to the person who answers for a half hour any way.

You know your **S** is too high when you...

- ◆ Listen for 30 minutes to a telephone sales person selling snow removal equipment—and you live in Florida.
- ◆ Are checked for signs of life by an office employee who spots a spider building a web between you and your chair.
- ◆ Begin your summer vacation by reading all your insurance contracts.
- ◆ Write a five-page report at work when all you are asked is to write how many tickets you need for the office picnic.

You know your **C** is too high when you...

- ◆ Are so diplomatic in firing a person that they thank you for it and offer to take you out to lunch.
- ◆ Make a hobby out of checking the claims of laundry detergents.
- ◆ Form your own quality circle to improve the quality of cooking in your home.
- ◆ Run out of gas on purpose to find out exactly how far your car goes on a gallon of gas.
- ◆ Receive a one-way plane ticket from your office staff, who want you to take a two-week vacation in a nation that's having a civil war.