

## Connection Strategies

- ✓ Provide choices for activities
- ✓ Accept their need for variety and change
- ✓ Let them direct the efforts of others
- ✓ Offer new opportunities and challenges
- ✓ Use direct, to-the-point communication without a lot of social chatter
- ✓ Check at the end of discussion to make sure everything was heard

- ✓ Provide opportunities to interact positively with others
- ✓ Allow time for verbalizing their thoughts, feelings, ideas
- ✓ Assist them in following up on details
- ✓ Provide enthusiastic, verbal recognition
- ✓ Use informal, open-ended discussions in social environments
- ✓ Use two-way dialogue, responding to their feelings

### DiSC

- ✓ Provide opportunities for them to demonstrate their expertise
- ✓ Provide situations where their systematic efforts will contribute to long-term success
- ✓ Accept their need to be "right" and discomfort with mistakes
- ✓ Use formal communication in new situations, avoiding personal questions
- ✓ Use logical, matter-of-fact statements rather than emotional expressions
- ✓ Check for points of disagreement or misunderstanding

- ✓ Acknowledge how their efforts are helpful to others
- ✓ Provide opportunities to cooperate with others in achieving results
- ✓ When suggesting change, lay out a step-by-step plan
- ✓ Provide regular opportunities for informal, casual discussions
- ✓ Draw out information about their concerns, worries, or conflicts with others
- ✓ Initiate discussions in a friendly, low key manner



**Connect**  
*And* **ucceed**