

Example Plotted DISC Behavioral Style Graph

Jane has raw scores of D = - 5, I = +9, S = +7, and C = - 5. She would have a **category score** of D = 4, I = 7, S = 5, C = 3, or **4753** for short. Why? Because the raw score of -5 for D is in the category number 4 row, the raw score of +9 for I is in the category number 7 row, the raw score of +7 for S is in the category number 5 row, and the raw score for -5 is in the category number 3 row. This category score, **4753**, can be used to determine which of the 16 different behavioral style patterns this person would most relate to. To find that, go to Step 4. In this case, 4753 is **the Coach** behavioral style.

Your DISC Behavioral Style Graph

