

Skill Builder Assignment

Discern Your “Buyer’s” Likely DiSC Profile

Identify a current customer or prospect you are working with that may be a communication challenge.

Name of Client/Prospect

Identify their likely DiSC Profile “order”:
(For Example: S – C – i – D or D – C – S – i)

Briefly describe what clues to behavior helped you identify your client or prospect’s Communication Profile:

Share how you adapted to their Communication Style and whether or not you believe your approach was appropriate and or effective.

