

## Everything DiSC® Comparison Report Continua Based on Goal

### Managing Tension

- Accommodating vs. Strong Willed
- Soft Spoken vs. Forceful
- Tactful vs. Frank

### Getting Buy-in

- Skeptical vs. Accepting
- Daring vs. Careful
- Focused on Realities vs. Focused on Possibilities

### Building Relationships/Connecting

- Outgoing vs. Private
- Focused on Feelings vs. Focused on Logic
- Focused on Realities vs. Focused on Possibilities

### Getting/Giving Feedback

- Tactful vs. Frank
- Generous with Praise vs. Selective with Praise

### Working on a Project/Collaboration

- Unstructured vs. Structured
- Focused on Realities vs. Focused on Possibilities

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