**DiSC Team Culture:**
The “Get It Done” Team
Moves quickly with confidence, emphasizing accomplishments and focusing on results

**Team Characteristics**
- Fast-paced
- Questioning
- Quick decisions
- Confronts problems
- Direct, to the point
- Results-oriented
- Stimulating

**Be the best! ... Be in charge! ... Get to the point!**

**Motivators**
- Action
- Challenge and risk
- Winning
- Results
- Standing out
- Competition
- Competence

**Stressors**
- Details
- Failure
- Lack of control, vulnerability
- Too much discussion
- Too much emotion
- Wasting time
- Being questioned

**Strengths**
- Gets results
- Focuses on solutions
- Dynamic and engaging
- Makes decisions quickly
- Pushes for new accomplishments
- Encourages innovation
- Gives straightforward feedback

**Weaknesses**
- Tension and burnout
- Lack of structure/planning
- Difficulty prioritizing
- Overemphasizes status
- Overly blunt
- Impatient
- Too aggressive

What’s in it for us? ... What’s the bottom line? ... How long will it take?

©2015 Talent Gear
Authorized Everything DiSC® Partner

DiSC® is a registered trademark of Everything DiSC, a Wiley Brand.