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Training that Stands the Test of Time...

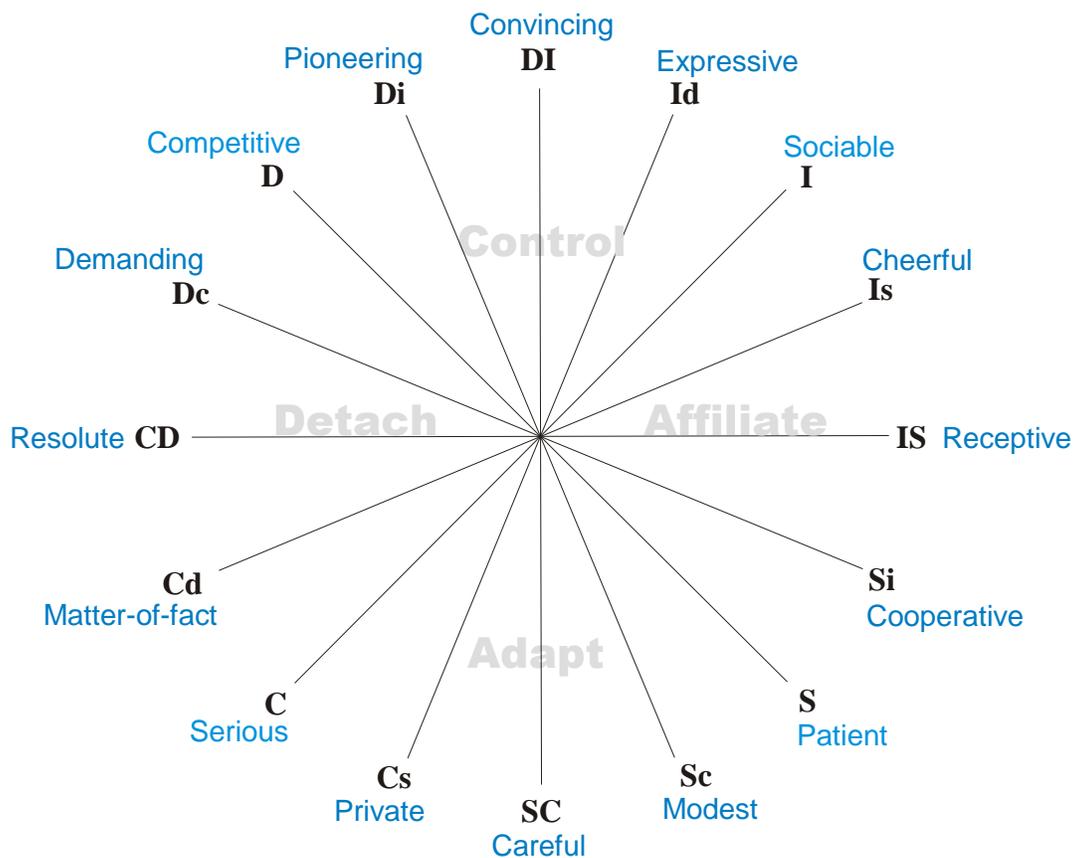
The DiSC® Indra™ Report

DiSC® Indra™

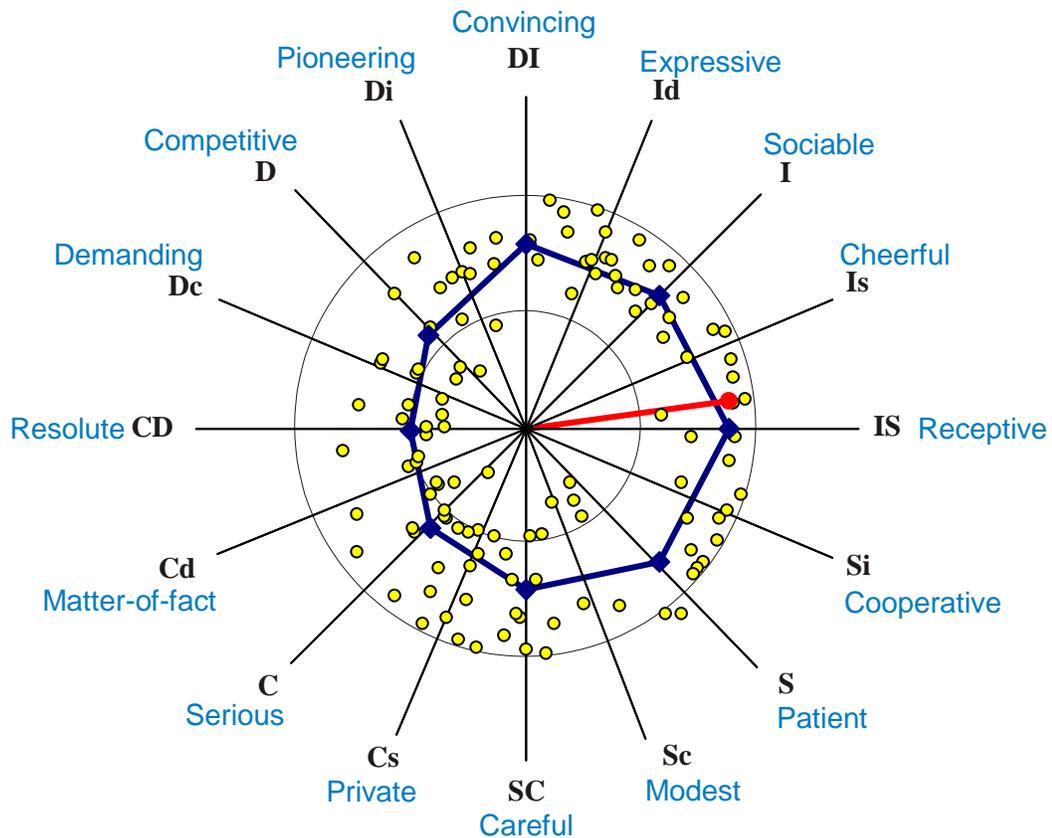
DiSC® Indra™ offers an in-depth understanding of relationship dynamics by applying the time-honored DiSC model to interpersonal style. Using the feedback provided by *Indra*, individuals and groups are able to reduce conflict and increase their comfort and effectiveness when relating with others.

DiSC *Indra* displays a person's DiSC Interpersonal Style on two dimensions—Control-Adapt and Affiliate-Detach. Each of the 16 distinct styles represents a specific combination of these dimensions. There are no right or wrong styles in the *DiSC Indra* approach to understanding relationships in the workplace. *DiSC Indra* simply provides a map for understanding each other's view of how we handle the relationship dynamics of Control and Affiliation.

The circular form of DiSC shown below represents the underlying relationships among all 16 DiSC Interpersonal Styles. The styles closest to each other are more similar than those that are more distant from each other. You can explore what this means to you and your relationships in this report, as well as in the *DiSC Indra* Dyad Report and the *DiSC Indra* Group Report, available separately.



Your Interpersonal Style: **Receptive (IS)**



Your *DiSC® Indra™* Map is composed of three important elements:

Your Item Scores: ● Your item scores represent your actual responses to the questions in the assessment. These item scores are used to calculate your DiSC Contour and your DiSC Vector. You may find it interesting to look at how they are spread on the Map.

Your DiSC Contour: ◆ Your DiSC Interpersonal Map displays eight diamonds that represent your scores on the eight scales (octants) that define *DiSC Indra*. Your DiSC Contour is the shape that results from connecting these eight octants. The typical shape for the contour of your interpersonal style is an oval with the octants nearest your DiSC Vector being the highest and the octants opposite being the lowest.

Your DiSC Vector: ● Your DiSC Vector is the result of all 150 item scores condensed into a single vector radiating from the center of the Map. The length and location of the Vector represents your exact preferences along the Control-Adapt and Affiliate-Detach dimensions. The location of your Vector determines your unique DiSC Interpersonal Style. See page 4 for a description of your interpersonal style. You can also read about other styles on pages 10-13.

Your Interpersonal Style: **Receptive (IS)**

People with your Receptive (IS) interpersonal style tend to be generous and neighborly. You are likely to present a relaxed, pleasant, and satisfied manner to others. Feeling at ease with things as they are, you tend to respond to others in a trusting, agreeable manner. Other people are likely to find you easy to talk to because of your comfortable, light-hearted style.

Content and adaptable, you tend to establish positive relations with others with your agreeable, affiliative responses to their behavior. Your trusting and generous nature is likely to draw similar responses from others. Quick to accept others, you probably find it easy to express warmth and approval. Your tendency to treat people with trust and generosity leads to harmonious and productive relationships. Seeking approval yourself, you naturally tend to surround yourself with other people whose interpersonal style is pleasant and agreeable.

You are probably most comfortable when you are establishing friendly, harmonious relationships with others. Gravitating toward other agreeable and companionable people, you are likely to take great satisfaction in pleasant socializing with others. Your contentment is likely to derive in a large part from being a well-liked and valued member of your group.

While you are probably well-liked by most people for your adaptable, good-natured style, skeptical or distrusting people may not respond to your friendly approach. They may reject what you intend to be warm, welcoming gestures, preferring to maintain their distance. Your tendency to deal with your discomfort by increasing your friendly and amiable responses is unlikely to be successful with these people. You may be baffled by their response, as this behavior is usually quite successful in your interactions with others. You may find it helpful to learn more about the differences that people have in how close or distant they prefer their interactions to be. Discussing this in a nonjudgmental, low-risk manner with someone whose style is quite different than yours may increase your appreciation of differences and your effectiveness in relating to other people.

You may have a tendency to misperceive the behavior of others, viewing them optimistically as more approachable and friendly than they really are. Also, you may have difficulty dealing with power-oriented individuals, as they may see your cooperative agreeability as a form of docility and an invitation for them to increase their controlling behavior.

The intensity of your responses as demonstrated by the length of your DiSC Vector indicates that you are somewhat flexible in your interpersonal style and may be able to use several different styles depending on the situation. While your responses indicate that you are most likely to use a Receptive (IS) interpersonal style, you may use either a Cheerful (Is) or Cooperative (Si) interpersonal style in different situations.

Highlights of Your Style:

- Seek to establish friendly, harmonious relationships with others
- Easy to talk to because of your comfortable, light-hearted style
- Quick to offer acceptance to others
- Seek to be a well-liked and valued member of your group

Your DiSC® Interpersonal Behavior Continuum

DiSC® Indra™

The Interpersonal Behavior Continuum maps your DiSC® Interpersonal Style on those behaviors that you are most and least likely to exhibit. *Low* behaviors are those you are less likely to use even though the situation may require them. *High* behaviors are those you are more likely to use even though the situation may not require them. The Continuum shows the potential for certain behaviors to occur but not the certainty that they will occur. You may have modified these potential behaviors based on your life experience and value system.

The Continuum can be used to show the similarities and differences between your interpersonal style and the styles of others. Other people may have a different list of Continuum behaviors because their DiSC Vector is in a different location on the *DiSC Indra™* Map. Information about how you relate to a specific person can be found in the *DiSC Indra Dyad Report* (available separately).

┌ Low ————— High ─┘

adaptable Accommodating, obliging, submissive, yielding	●
approachable Easy to talk to or deal with; open, friendly	●
contented At ease with things as they are; satisfied	●
easy-going Relaxed in attitude; unworried	●
flexible Responsive to change; adaptable	●
friendly Showing kindly interest and good will; congenial	●
generous Willing to give or share; unselfish	●
good-natured Having an easygoing, cheerful disposition; agreeable	●
hostile Feeling or showing ill will; antagonistic	●
impersonal Showing no emotion; aloof	●
industrious Diligent in work or study; hardworking	●
neighborly Exhibiting the qualities of a friendly neighbor; hospitable	●
pleasant Agreeable in manner, behavior, or appearance	●
receptive Ready or willing to receive favorably; approachable	●
restless Not able to rest, relax, or be still	●
rigid Marked by a lack of flexibility; rigorous and exacting	●
satisfied Having what one expects or desires; content	●
stern Firm or unyielding; uncompromising	●
strict Rigorous in the imposition of discipline	●
trusting Places confidence in others; relies or depends	●

Relationship Fit Map

DiSC® Indra™

In addition to similarities and differences, we can look at the effectiveness and comfort of our relationships. This is called Relationship Fit, which is not the same as similarity between two people. Instead, Relationship Fit involves a mutual give-and-take such that each person’s behavior supplements the other, resulting in a more effective and comfortable relationship. We tend to be most effective when we relate to those with the opposite expectation for Control (Control is effective with Adapt and Adapt is effective with Control). On the other hand, we find that comfort is increased when we share expectations for Affiliation (Affiliate is comfortable with Affiliate, and Detach is comfortable with Detach).

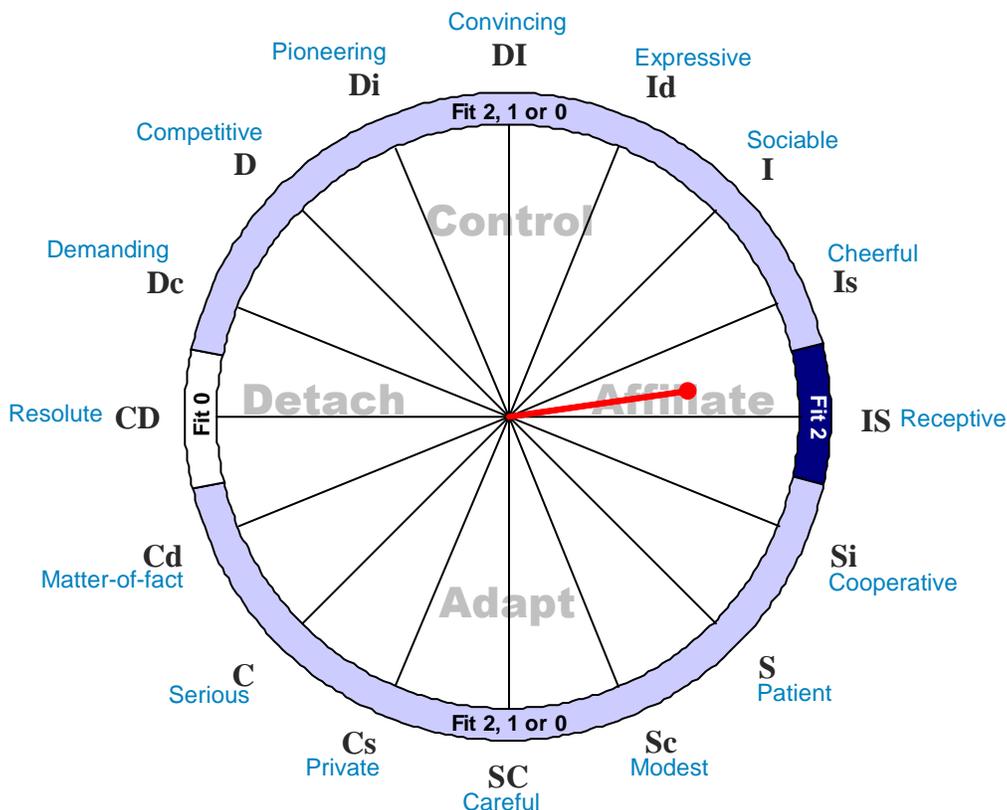
We are likely to find our most effective and comfortable relationships are with those people with whom we have a Relationship Fit on both dimensions of Control and Affiliation. Based on our expectations for Control and Affiliation, we find that relationships can fit on both dimensions, one, or none. These three categories of Relationship Fit are:

- Fit on 2 Dimensions**—fit on *both* Control and Affiliation
- Fit on 1 Dimension**—fit on *either* Control or Affiliation
- Fit on 0 Dimensions**—fit on *neither* Control nor Affiliation

There are no good or bad relationships, only relationships that require more or less energy to bridge our differences. If a relationship with a particular person has a fit on one or no dimensions, it does not mean that the relationship cannot be effective or comfortable. It means that the relationship probably requires more effort to establish comfort and achieve effectiveness than a relationship that has a fit on both dimensions.

Your Relationship Fit Map

(Graphic is a reduced scale version of Page 3)



Your Relationship Fit Map

DiSC® Indra™

On your Relationship Fit Map on the previous page, there are three categories of Relationship Fit based on your DiSC® Interpersonal Style. The position of the label (Fit 0, Fit 1, Fit 2) indicates the style that most strongly represents each category.

You may discover that with some of the people with whom you work most closely you do not have a fit on two dimensions. There are specific strategies you can use to increase the effectiveness and comfort you experience when interacting with these people. If you would like to discover strategies for increasing your effectiveness with a specific person, you may explore these in the *DiSC Indra™* Dyad Report, available separately.

Fit on 2 Dimensions: Both

With your Receptive (IS) style, the relationships that are likely to be most effective and comfortable are with people who have the same Receptive (IS) style as you. People with your style tend to be warm, easygoing, and friendly, and usually present a relaxed, approachable manner to others. As you share the desire for Affiliation and are both neutral on Control, the Affiliation dimension is probably most important for defining your relationship.

Fit on 0 Dimensions: Neither

You are likely to have a fit on neither Control nor Affiliation with people who have the Resolute (CD) style. People with this style tend to have a firm determination and fixed purpose in life and tend to be restrained in expression when first meeting people. As you are opposite on Affiliation but neutral on Control, the Affiliation dimension is most important for defining your relationship.

Possible Fit:

Your Receptive (IS) style is the maximum point on the Affiliation dimension and is neutral on Control. As the Affiliation dimension is the strongest influence on your style, all other styles will either fit on 2, 1, or 0 dimensions depending on how you approach Control.

Reflect and Review

DiSC® Indra™

Based on your understanding of the strengths and limitations of your DiSC® Interpersonal Style, you may want to explore the following areas to increase your relationship effectiveness and reduce interpersonal conflict.

1. In what areas of your life do you experience your DiSC Interpersonal Style as a strength?

2. In what areas of your life do you experience challenges in meeting your goals or working with others because of your DiSC Interpersonal Style?

3. In looking at the High and Low behaviors on your DiSC Interpersonal Behavior Continuum, reflect on the following:
 - a. How would your interactions with others benefit if you *decreased* the use of some of your High behaviors? Which behaviors?

 - b. How would your interactions with others benefit if you *increased* the use of some of your Low behaviors? Which behaviors?

4. In looking at your Relationship Fit Map:
 - a. With which DiSC Interpersonal Style are you most likely to be comfortable and effective (Fit on 2 Dimensions)?

 - b. Whom do you interact with that has this style?

 - c. With which DiSC Interpersonal Style are you likely to encounter challenges in being comfortable and effective (Fit on 0 Dimensions)?

 - d. Whom do you interact with that has this style?

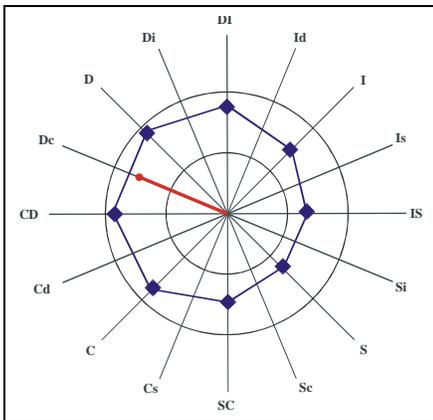
 - e. How could you adapt to gain a more effective and comfortable relationship with people with this style?

Action Plan

DiSC® Indra™

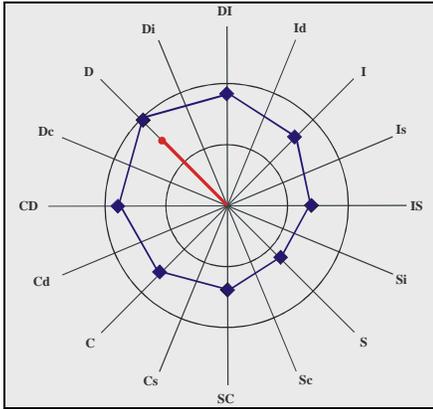
I will use my understanding of my DiSC® Interpersonal Style in the following ways:

1. Maximize my style by:
2. Modify my style by:
3. Maximize comfortable and effective relationships by:
4. Build comfort and effectiveness in challenging relationships by:



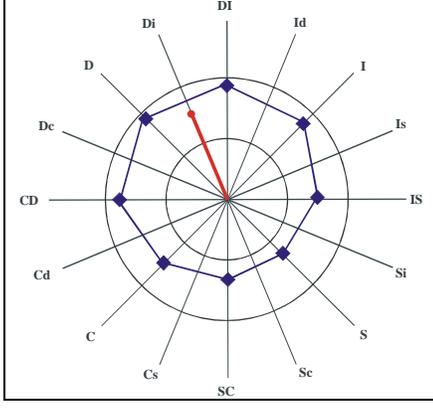
Demanding (Dc)

People with a Demanding (Dc) style tend to be intense and forceful in their approach to life. Often strong-willed and independent, they are likely to prefer pursuing their own path and directing their own activities rather than collaborating with others. Tending to have a serious approach to life, they are likely to expect a certain amount of struggle in order to achieve their goals. As a result, they are unlikely to spend much time in casual social interactions with others. Strongly focused on results, people with this style tend to want control over those things that affect their ability to achieve their goals.



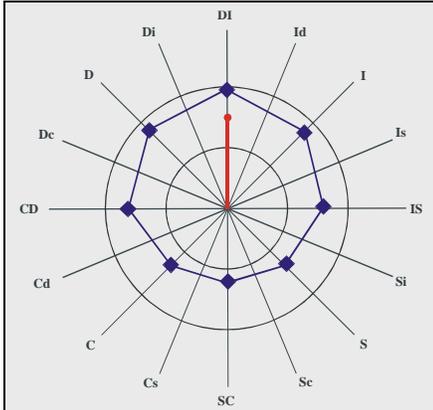
Competitive (D)

People with a Competitive (D) style tend to be strongly individualistic and determined. They tend to prefer dealing with people in a straightforward manner and appreciate others engaging them candidly as well. Often self-reliant and resourceful, people with this style may be comfortable with aggressive interactions. They are likely to seek competitive situations and their desire to win may be stronger than their sensitivity to the needs of others. Their firm approach tends to communicate to others that they should take their complaints elsewhere if they want a softhearted response.



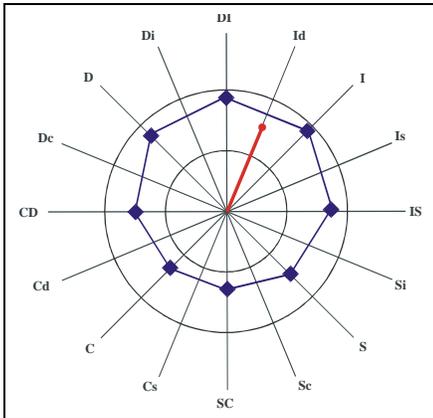
Pioneering (Di)

People with a Pioneering (Di) style tend to be eager to take charge and set the pace. Convincing others to work toward their goals, they are usually seen as decisive, forceful, and persuasive. It seems easy for them to take the lead in conversations, even in the face of opposition from others. People tend to see them as assertive and resistant to influence from others. Tending to be quick in thought and action, people with this style may be impatient and fault-finding with those who are not.



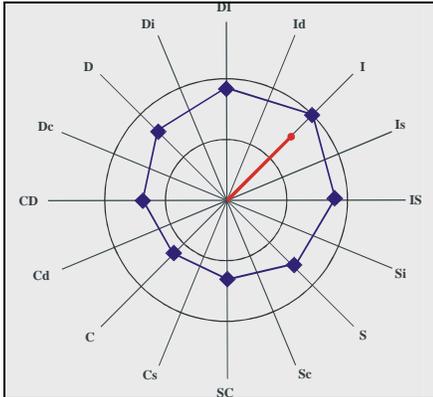
Convincing (DI)

People with a Convincing (DI) style tend to seek to influence people and situations. They may make a conscious effort to modify the thoughts and actions of others using persuasive verbal abilities. Their ability to express views confidently and their skill at remaining composed under pressure is likely to demonstrate their leadership abilities to others in a compelling way. People with this style may find teaching or directing others effective as a way of displaying power and self-confidence in an affiliative rather than competitive way. Others are likely to enjoy their dynamic approach.



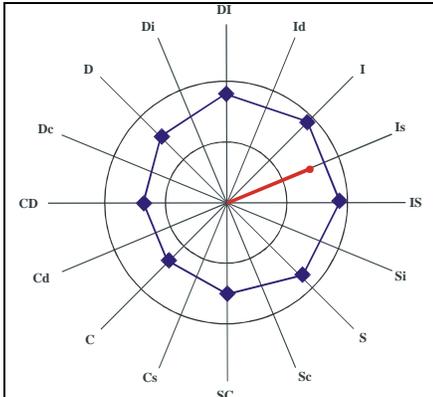
Expressive (Id)

People with an Expressive (Id) style tend to approach people and situations in an energetic, lively manner. They seem to enjoy the challenge of meeting new people and getting them to like them. They tend to communicate clearly and vividly, using an emotionally expressive and demonstrative style. With this inspiring approach, they are likely to sway people to their point of view. They seem to be quite good at attracting people and keeping them as colleagues, clients, or friends. People with this style are true extraverts and are likely to find themselves easily wrapped up in their interpersonal environment.



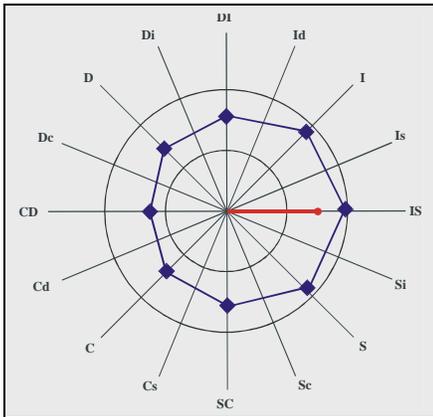
Sociable (I)

People with a Sociable (I) style tend to be cheerful and outgoing. With their optimism and great enthusiasm for life, they are unlikely to be discouraged by negative responses from others. They are likely to have a relaxed, casual manner when interacting with others. Open and easy to approach, they tend to be actively involved with other people. They may look for ways to include interaction with others as part of their daily activities, seeking a job and activities that provide maximum opportunities. Valuing approval and popularity, people with this style are likely to cultivate a wide range of friends and acquaintances cutting across work and social circles.



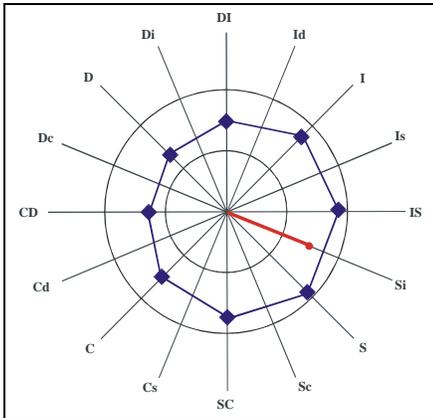
Cheerful (Is)

People with a Cheerful (Is) style tend to be warm and light-hearted. Positive and joyful in their approach to life, they are likely to find a great deal to appreciate in others. No matter what someone might say or do, they probably find something complimentary to say about that person. As a result, they tend to give others the feeling of being understood and accepted for who they are. People with this style seem to have discovered that acceptance and approval can be won by using friendly behavior. They are likely to feel most comfortable interacting with others in an open and optimistic manner, expressing their thoughts and feelings freely.



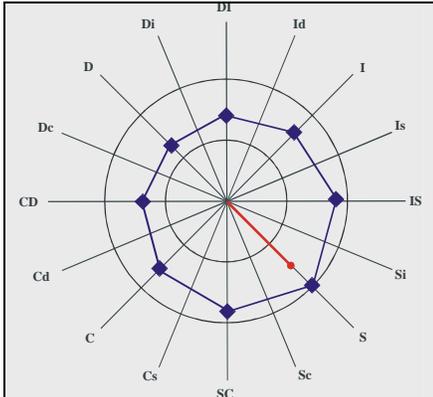
Receptive (IS)

People with a Receptive (IS) style tend to be easygoing and friendly. They are likely to present a relaxed, approachable manner to others. Feeling at ease with things as they are, they tend to respond to others in a trusting, receptive manner. They tend to establish positive relations with others with their agreeable, affiliative responses. Their trusting behavior is likely to draw similar responses from others. Other people are likely to find people with this style easy to talk to because of their comfortable interpersonal style.



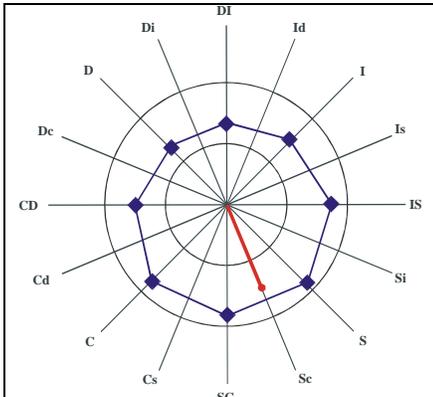
Cooperative (Si)

People with a Cooperative (Si) style tend to be even-tempered and accepting. Empathetic and supportive, they are likely to show caring and understanding when listening to others. Their considerate responses are likely to create a warm atmosphere that encourages other people to express their feelings without any fear of embarrassment or rejection. People with this style are probably eager to understand others' problems. Offering understanding and support, they seem to be skillful at finding and acknowledging another person's good qualities.



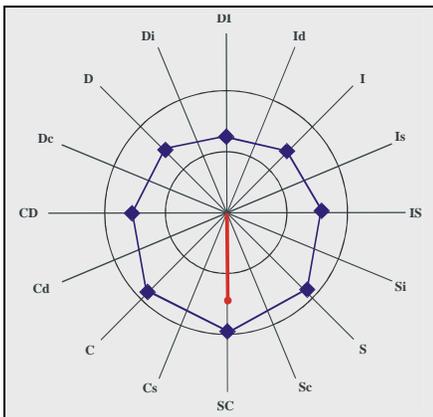
Patient (S)

People with a Patient (S) style tend to be calm and respectful in their interactions with others. Not quickly angered or excited, they are likely to work to maintain harmony. They tend to demonstrate their conscientiousness by listening patiently to the needs and requests of others. They are also likely to be comfortable showing their appreciation for guidance from a strong leader. In fact, people with this style may feel more comfortable taking direction from someone who has clear vision and strong decision-making ability than in using their own judgment.



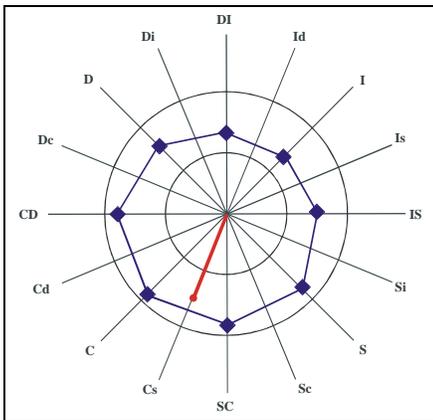
Modest (Sc)

People with a Modest (Sc) style tend to be low-key and easygoing. They are likely to offer predictability and consistency in their interactions and may want the same from others. They tend to be comfortable letting others direct conversations and may hesitate to state their preferences, not wanting to be seen as demanding. They may be quick to agree with others' viewpoints rather than risking conflict with them. The unassuming demeanor of people with this style makes them easy to approach. They are likely to adjust easily to a wide range of personal styles and seek to bring increased harmony to any situation.



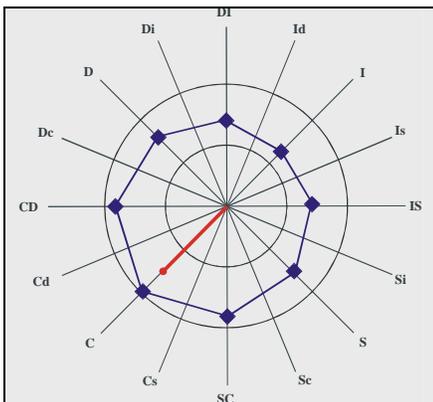
Careful (SC)

People with a Careful (SC) style tend to be cautious and soft-spoken in their interactions. They are likely to be self-controlled and careful in their approach, seeking to conform to the expectations of those in authority. Somewhat restrained in their interactions with others, they may avoid situations that involve challenging, competing, or exercising power over others. While they may be uncomfortable in authority roles, other people are likely to find their unthreatening style easy to approach. As they are probably willing to follow the direction of others, people with this style may find conventional, predictable interactions provide them with the sense of comfort and security they seek.



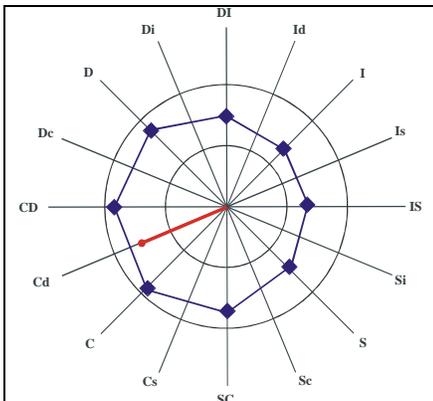
Private (Cs)

People with a Private (Cs) style tend to be reserved and solitary. They may prefer to limit their social contact to interactions that are more structured than informal. Tending to be serious and rational, they may enjoy logical arguments or interacting with people who use a more systematic, methodical approach. They are likely to think carefully before speaking and use words precisely. Tending to be somewhat introverted, people with this style may hesitate to join in casual conversation with others. Since they seem to be comfortable with their reserved, solitary approach to life, interactions with others may take a low priority in their day-to-day activities.



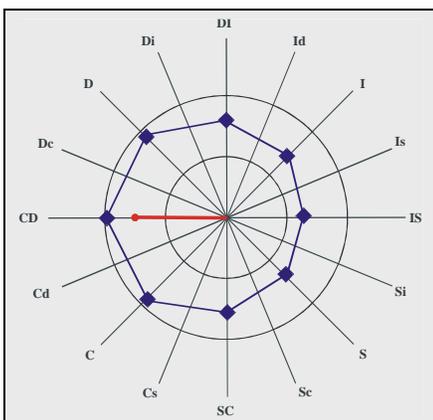
Serious (C)

People with a Serious (C) style tend to be distant and unexpressive in their interactions. They may seek to limit social interactions to those that are necessary to fulfill work requirements. Tending to be somewhat introverted, they are likely to value their privacy and may prefer to pursue solitary activities. Seeming to approach life in a somber manner, they may also be critical and perfectionistic. Perhaps as a result of their exacting standards, people with this style may look at life skeptically, or even pessimistically. Their skepticism may give them a realistic appraisal of situations, as they are unlikely to be influenced by someone else's perceptions or ideas.



Matter-of-fact (Cd)

People with a Matter-of-fact (Cd) style tend to be reserved in their expression. Tending to relate to others in a detached manner, they are likely to build trust slowly when interacting with new people. They may take time to get to know someone before revealing much about themselves. Rather than seeking close involvement with a specific group of people, they may find that having the right amount of personal space, privacy, and autonomy is most important to their sense of wellbeing. As they are likely to be controlled in their emotional expression, they may appear detached and unconcerned. People with this style may use their reserved, unsentimental approach as a way of maintaining a comfortable distance.



Resolute (CD)

People with a Resolute (CD) style tend to have a firm determination and fixed purpose in life. Although they tend to be reserved, their determined approach enables them to be firm when necessary. They are likely to pursue their goals vigorously, even in the face of opposition. In fact, they may anticipate difficulties and attempt to control negative outcomes through vigilant adherence to rules and standards. With their goal-oriented, purposeful approach to life, they may not always seem as concerned about others. They are not likely to waste time and energy on social pleasantries while striving for results. Others probably view people with this style as being stern but fair, acknowledging their purposeful approach to life.

DiSC Contour—Goodness of Fit

Your DiSC® Interpersonal Map displays eight diamonds that represent your scores on the eight scales (octants) that define *DiSC Indra™*. Your DiSC Contour is the shape that results from connecting these eight octants. The typical (or representative) shape for the Contour of your interpersonal style is oval with the octants nearest your DiSC Vector being the highest (most distant from the center) and the octants opposite being the lowest (closest to the center). You can view your DiSC Contour and DiSC Vector on page 3. If you are interested in seeing the representative Contour for your style, you can find it in the style descriptions on pages 10-13.

You may be interested in how accurate your report feedback is likely to be in describing your interpersonal style. This can be determined by comparing your actual Contour to the expected Contour for your style. The comparison of the Contours is determined mathematically, as some Contours may look quite different from the representative Contour yet still have good fit. The Goodness of Fit Index (GFI) determines how closely your Contour fits the representative Contour for the Receptive (IS) style. If your GFI shows a good fit, it means your Contour closely fits the representative shape, and you should be able to place a high level of confidence in the accuracy of the feedback describing your interpersonal style.

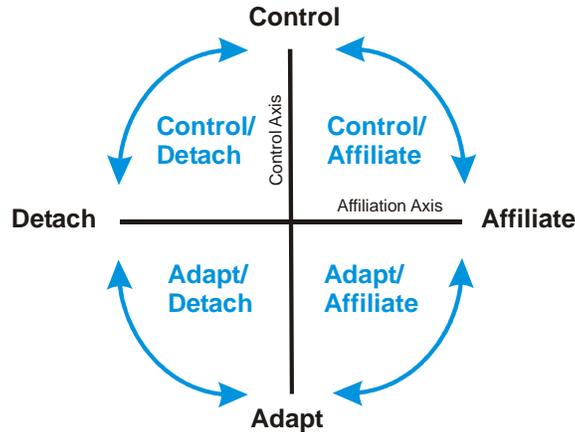
Your GFI

The results of your GFI calculation indicate that your DiSC Contour has a very good fit to the representative contour for your DiSC Interpersonal Style. This means you can be very confident in the information provided in the interpretive feedback for your style. If you feel the feedback does not describe you as well as you would like or you disagree with the feedback, you might ask yourself if you have modified your behavior as a result of your experience and values.

Overview of the DiSC® Indra™ Model

DiSC® Indra™

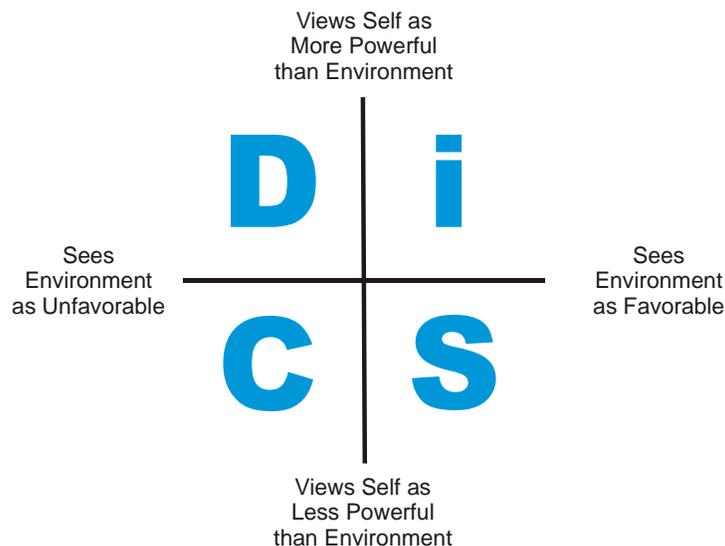
Psychologists have discovered that the way in which we relate to each other can be explained by the two concepts of Control and Affiliation. Individuals have clearly defined preferences for how much they wish to either control or adapt to their environment (Control-Adapt dimension). Individuals also have established preferences for how close or distant they want their interactions with others to be (Affiliate-Detach dimension).



The Interpersonal Model

Together these two dimensions form four combinations that reflect the characteristic styles that people use when interacting with others: Control/Detach, Control/Affiliate, Adapt/Affiliate, Adapt/Detach. Individuals tend to feel most comfortable when their interactions with others allow them to use the style that is most natural to them.

The Control and Affiliation dimensions of the Interpersonal model are extensions of the same two dimensions of human behavior described by the DiSC® Model. The DiSC Model is based on a person's perceptions of Self and Environment. The "Self" dimension reflects whether the person perceives him or herself to be more or less powerful than the environment. The "Environment" dimension reflects whether the person sees the environment as favorable or unfavorable.



The DiSC® Indra™ Model

DiSC® Indra™

DiSC® Indra™ describes the interpersonal consequences of a person's perceptions of Self and Environment. If individuals see themselves as being *more powerful than the environment*, then they are likely to seek to *control* their environment. If they see themselves as *less powerful than the environment*, they are more likely to seek to *adapt* to the conditions of the environment. Similarly, if they view the environment as *favorable*, they are more likely to *affiliate* and if they view the environment as *unfavorable*, they are more likely to *detach*.

