

DiSC PPSS Report Section	Emotional Intelligence	Social Intelligence	Leadership Skills	Management Skills	Persuading and Influencing Skills	Coaching Opportunity
GC: Highlights	X					X
GC: Narrative Overview	X					X
GC: Motivating Factors	X					X
GC: Preferred Environment	X	X				X
GC: Demotivating Factors	X					X
GC: Tends to Avoid	X	X				X
GC: Strategies for Increasing Effectiveness	X	X				X
GC: Behavior in Conflict Situations	X	X			X	X
SR1: Creating a Positive Climate		X				X
SR1: How to Communicate		X				X
SR1: How to Compliment		X				X
SR1: How to Give Feedback		X				X
SR1: How to Deal with This Person in Conflict Situations		X				X
SR1: How to Deal with This Person's Problem-Solving Style		X				X
SR1: How to Deal with This Person's Decision-making Style		X				X
SR2: How this Person Communicates		X			X	X
SR2: How this Person Makes Decisions	X					X
SR2: How this Person Manages Time	X					X
SR2: How this Person Solves Problems	X					X
SR2: How this Person Handles Stress	X					X
SR3: Developing this Person		X		X		X
SR3: Motivating this Person		X		X		X
SR3: Complimenting this Person		X		X		X
SR3: Counseling this Person		X		X		X
SR3: Problem-solving with this Person		X	X	X		X
SR3: Decision-making with this Person		X	X	X		X
SR3: Communicating with this Person		X		X		X
SR4: How this Person Communicates				X		X
SR4: How this Person Delegates	X			X		X
SR4: How this Person Directs Others		X		X		X
SR4: How this Person Develops Others		X		X		X
SR4: How this Person Makes Decisions	X			X		X
SR4: How this Person Manages Time	X			X		X

SR4: How this Person Solves Problems	x			x		x
SR4: How this Person Manages Others		x		x		x
SR5: How this Person Plans the Call					x	x
SR5: How this Person Opens the Call					x	x
SR5: How this Person Interviews/Gathers Info					x	x
SR5: How this Person Responds to Concerns					x	x
SR5: How this Person Gains Commitment					x	x
SR5: How this Person Follows Up					x	x
SR6: How to Develop this Person				x		x
SR6: How to Motivate this Person		x		x		x
SR6: How to Give Recognition to this Person		x		x		x
SR6: How to Coach/Counsel this Person		x		x		x
SR6: How to Communicate with this Person		x		x		x
SR6: How to Problem Solve with this Person			x	x		x
SR6: How to Make Decisions with this Person			x	x		x

Emotional Intelligence: behaviors related to self-awareness and self-management

Social Intelligence: behaviors related to dealing with other people

Leadership Skills: Behaviors related to leading others

Management Skills: Behaviors related managing others

Persuading and Influencing Behaviors: behaviors related to persuading and influencing other people

Coaching Opportunity: Behaviors that have a possibility to become more effective with coaching

GC: General Characteristics Report

SR1: Supplemental Report "Strategies for Creating a Positive Relationship with This Person"

SR2: Supplemental Report "How This Person Relates to People and the Environment"

SR3: Supplemental Report "Strategies for Managing This Person"

SR4: Supplemental Report "How This Person Tends to Manage"

SR5: Supplemental Report "This Person's Natural Approach to the Selling Process"

SR6: Supplemental Report "How to Manage this Person in a Sales Environment"