



Behavioral Interview Guide

Susan Sample



This Interviewing Guide provides the interviewer with:

- Candidate Profile and Preparation Report
 - Importance of Interviewer's DISC
 - Candidate's Summary & Scores
 - Strengths and Motivators
 - Sub-factors Overview
 - Factor Flexibility
 - DISCflex™ Quick References
- Behavioral Interview Guide
 - Interview Setup
 - Interview Questions
 - Scoring and Comments Section
 - Interview Results

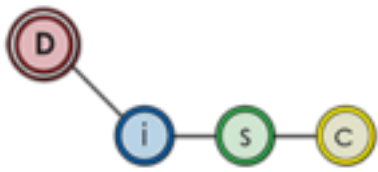
The DISCflex™ Interviewing Guide explains how the individual DISCflex™ Factors (Dominance, Influence, Steadiness, and Compliance) govern the choices a candidate might make. We all use each of the four DISC behavioral factors in different ways, and the report suggests a series of behavior-based interviewing questions designed to help the interviewer gauge the candidate's ability to 'flex' their behavior for work situations they might find themselves faced with should they be recommended for the position. All told, the Interviewing Guide assessment takes a candidate approximately 10 to 15 minutes to complete.

The candidate's DISC pattern provides the interviewer with a snapshot of how a candidate might typically prefer to act as they go about their duties (with their preferred behavior). Once you have read the candidate's report and become familiar with their behavior style and how it can affect the people around the candidate, the next step is to start thinking about how their behaviors will align with the position. By using DISC in conjunction with other interviewing methods, assessments, and tests; managers can predict both job fit and team (people) fit with a much higher degree of accuracy. With additional DISCflex™ tools, the hiring team can determine how the candidate's pattern might impact a team.

Bottom line: DISCflex™ is a proven and powerful behavior assessment for predicting HOW a candidate will strive for results, interact with other people, engage in thoughtful analysis, and approach a project from a compliance standpoint. To a large extent, the candidate's behavior pattern also governs how their decision making processes operate in terms of their behavioral traits, actions, and preferences. The four DISC Factors also have significant sway upon the candidate's teambuilding abilities as well as how people form relationships, perceive others, interact with fellow team members, and communicate with coworkers.

This report specifically provides the interviewer with tools to assess how a candidate can flex their behavior. Flexing refers to the candidate's ability to monitor behavior and choose how they interact or react to situations. For example, a candidate with a 'High I' in their profile may need to 'dial down' their Influence factor and talkative impulses during a meeting to make sure the team stays focused on the task at hand. A candidate with a 'Low I' may need to "dial up" their Influence factor during a meeting to make certain that their views and opinions are heard and taken into account. Flexing refers to the conscious adjustment in behavior, whereas the term morphing refers to the change in a person's natural behaviors over time due to consistent flexing.

The Candidate's Summary and Scores:

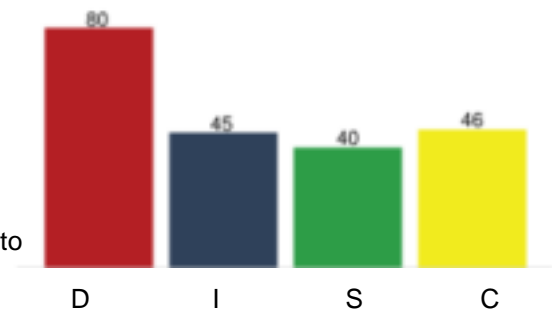


Susan Sample's DISCflex™ Pattern

Susan Sample has an elevated Dominance pattern. Susan is strong willed, self-motivated, and determined in their actions. Susan likes to be in a leadership role and will typically take charge and make decisions very quickly.

What does that mean?

Susan loves to be constantly challenged and rely on their decision making to solve problems. They are able to initiate action and lead others by taking charge. Routines bore Susan and they strive to accomplish their own vision. They can challenge others thoughts or ideas and are not afraid to argue their point of view.



Compare your behaviors

Looking at the big picture, Susan is able to see their behavioral style is governed most by their Dominance Factor.

The pie chart indicates a clearer overall picture - a snapshot - of all four factors in Susan's behavioral pattern. When they compare and contrast the bar versus pie chart, they can gauge their behavioral style's strengths and weaknesses, enabling them to see what things separate their actions from others. Susan can use this to recognize how to incorporate behaviors in the different situations they come across in life.

Strengths and Challenges



Looking at the big picture Susan Sample's behavioral style is governed most by their Dominance Factor.

What you need to look for during the interview is proof of behavioral flexing. This doesn't mean that the candidate has to change their natural tendencies; it just means that they need to know what behaviors to flex. Compare and contrast the Candidate's Strengths, Challenges, Motivators, and Stressors to better understand their behavioral profile, and where they may need to flex.

Strengths

- Determined
- Self-governing
- Straightforward
- Pioneering

Potential Challenges

- Focus
- Giving up control
- Prioritization
- Deciding too quickly

Motivators

- Results
- Challenges
- Being the leader
- Making decisions
- Being able to work at a quick pace
- Multi-tasking

Stressors

- Rules
- Details
- Not being in control
- Relying on others
- Roadblocks
- Maintaining Organization

Susan Sample's Overall Dominance Factor Flexibility

Assessing for High Dominance: High Dominance indicates behavioral preferences for action before thoughtfulness, getting things done, and high motivation. When asking this question please focus on the results Susan will produce. We are looking for an appropriate level of action.

The Candidate's Dominance Factor:

Because Susan Sample has a **High Dominance** score of **80%**, they will most likely be highly results oriented, self-motivated, and assertive at work. Susan will also like the freedom to move between projects or shift deadlines. This candidate is a natural when it comes to getting things done and won't find it difficult to juggle competing demands if they are motivated to do so. This candidate also will prefer to dictate their schedule and work environment and what gets done first. Make sure this tendency suits the position. If they are going to potentially work for an elevated Compliance supervisor, this tendency can cause conflict because an elevated C manager prefers a significant degree of structure and order. Please probe for flexibility in this area. Further, this candidate's strong area is self-motivation and independence. A High I-type supervisor manager should inquire about the degree of communication and interaction Susan Sample is comfortable with.

Susan Sample's Overall Influence Factor Flexibility

Assessing for High Influence: High Influence indicates behavioral preferences for communication, emotional connection, and instinct. When asking this question please focus on how Susan used communication in this situation. We are looking for an appropriate level of communication.

The Candidate's Influence Factor:

Susan Sample's Influence score is in the **Medium Low** range at **45%**, which means Susan predictably will prefer to keep communication and interactions brief, though this candidate can also be influential when needed. This candidate will tend to lead by example rather than words, focusing on performance rather than relationships and this candidate keeps a fairly close circle of advisors. If Susan spends too much time communicating with their team without a mental break, it will tend to leave a candidate with a Medium Low Influence score (like this) feeling drained. This is not an indication of their effectiveness however. Short meetings and communiques can be just as productive as long ones!

Susan Sample's Overall Steadiness Factor Flexibility

Assessing for High Strategy/Steadiness: High Strategy indicates behavioral preferences for thoughtfulness before taking action, an inclination towards building out a strategy, and their ideal pace of carrying out their responsibilities. When asking this question please focus on the length of time Susan takes to think about their responses. We are looking for an appropriate level of thoughtfulness.

The Candidate's Strategy/Steadiness Factor:

Since Susan Sample's Strategy score is in the **Medium Low** range at **40%**, rather than get involved on a personal level with people in the office, this candidate will tend to mind their own business and interject only when issues concern this candidate or their work. Susan would rather make a decision and just go with it rather than overthink things, but this candidate can be quite thoughtful when needed. Being locked into a decision is not necessary for this candidate to take action. This candidate will be flexible in getting things accomplished because they don't necessarily need all the answers upfront.

Susan Sample's Overall Compliance Factor Flexibility

Assessing for High Compliance: High Compliance people interview and work best when they are clear about expectations. They tend to be organized, as well as even-tempered and responsible. They are apt to concentrate on details & logical answers. High C individuals have a habit of being focused and they have a habit of trying to cover all possibilities. When asking Compliance questions, please focus on the amount of detail Susan goes into with their responses. Also see if they can curtail this as you gauge flexibility for this factor.

The Candidate's Compliance Factor:

Please note, Susan Sample's Compliance score is in the **Medium Low** range at **46%**, which will most likely indicate they have developed their own organizational style. This candidate might not be one who can adapt to every system that requires rigorous inputting of data, detail, and/or metrics. These types of systems do not work well for candidates with Medium Low Compliance scores, unless the person has honed their compliance skills through years of experience. Please probe in this area if high compliance is a requirement for this position. On the plus side, Lower Compliance people tend to be innovative in their approach to problem solving and are characteristically very adept at maneuvering within a system's constraints.

Sub-factors Overview

Most frequently problems with behavior (resulting in weaker behavioral competencies) occur when natural tendencies cause one DISC factor to automatically overshadow another. DISC Sub-factors™ describe the relationship between two DISC Factors. Anytime a person acts, one factor usually governs. Which factor of the two is the most 'overriding' determines the sub-factor. Once we know about a person's sub-factors, and their converse - or opposing sub-factors - we can start to understand how a candidate might act in a variety of situations. We can learn about what that person might naturally gravitate to, and gain knowledge about skills that fall outside of what the candidate might be comfortable doing. This is especially true where the degree of separation between two factors is so great that the person forgets to think logically about what behavior and actions are best for the specific situation. We think that being able to use all the sub-factors consciously for the correct situation shows a candidate's behavioral strength and competency.

What you need to look for during the interview is proof of behavioral flexing. This doesn't mean that the candidate has to change their natural tendencies; it just means that they need to know what behaviors to flex.

Driving Sub-factors

The candidate's three Driving Sub-factors are those they prefer to use as they "Drive" toward success. These indicate which behavioral tendencies Susan Sample is naturally inclined towards. These typically direct their behavior, while the opposing sub-factors (covered on the next page) are the behaviors they'll typically use the least.

Self-motivation: Dominance score 80%, Strategy/Steadiness score 40%

This candidate likely always be on the move and think of ways to get things done quicker, better, more cost-effectively. Susan Sample is liable to enjoy creating new plans and putting forth their ideas. They do not need other people to tell them what to do because they are predisposed to taking action. People might describe them as active, energetic, forceful, creative, and/or full of life.

Efficient: Dominance score 80%, Influence score 45%

Susan Sample will tend to accomplish their tasks in the most effective way possible. They will focus on the project at hand and will probably not be distracted by the emotional, political, or personal aspects of a situation. They value productivity, performance, know-how, and expertise. They will be apt to be organized and/or want to be competent in their approach.

Independence: Dominance score 80%, Compliance score 46%

Susan Sample will have a tendency to take pride in being able to accomplish things on their own. They think autonomously and in doing so might be thought of as a visionary. This candidate will appreciate being able to create their own rules and ways of doing things, and will look for ways to 'create a better mousetrap'. If they look for descriptors they might be: self-determined, objective, free, work on their own, private, objective, non-partisan, individualistic, and/or self-reliant.

Opposing Sub-factors

Out of twelve possible sub-factors, the three opposing sub-factors are most likely the weakest behavioral competencies the candidate will exhibit – especially under stress or pressure. An example: A person is deciding to use either Dominance or Influence to get something done. Are they more likely to use 'efficiency' type behavior where the Dominance factor overrides the Influence factor $D > i$, or its opposite: 'friendliness' type behavior $I > d$; to accomplish the goal? Will this particular candidate force the issue and exert power; or win the team over through communication and smiles? The result: that candidate might completely override the clear need for gaining consensus, launching straight to action with dire consequences because of blowback from angry stakeholders. These are behavior type decisions that a candidate makes every day, sometimes by the minute, and often unconsciously. The behavioral choices a candidate makes are governed by primary and opposing sub-factors. In trying to figure this out during the interview process, try to remember that the farther apart these two factors are in terms of elevation, the more automatic these overrides are.

Patience may not be Susan's strong suit: Dominance score **80%**, Steadiness score **40%**

This means Susan might sometimes have to actively assess whether it is a good idea to step back, appraise the situation, and gather feedback from others before moving forward. This is at the heart of practicing patience. Since this might not come entirely naturally to Susan, you should enquire whether they've ever had to pause to take time to be patient, why they thought it necessary and what the results were in their personal growth. Assess whether they can pause to listen during the interview. See if they are able to think objectively before taking action, anticipate when they might become impatient, calm down, and/or rationalize the situation. During your interview, we suggest that you ask Susan Sample: Let's talk about your level of patience. Do you have 'impatience triggers'? What cause them? And what do you do if you feel one happening? Can you remember a time when you've wished you might have had more patience?

Friendliness may be a challenge: Dominance score **80%**, Influence score **45%**

When people are naturally efficient at getting things accomplished, coworkers tend not to describe them as friendly. Friendliness is not a nature strength. For example, when they are stressed and in "work mode" they may forget to engage in chit-chat or small-talk, even business conversations. Susan might be thought of as 'blunt but efficient' or have to remind themselves to be as polite or considerate to peers if they need things done in a timely cooperative fashion. Bottom line: Susan would rather focusing on getting the work out the door than hanging out at the water cooler. During your interview, we suggest that you ask Susan Sample: How do you remind yourself to focus on building better relationships? How do you let people know you genuinely interested in learning about them?

Cooperativeness is something Susan might have had to work on: Dominance score **80%**, Compliance score **46%**

Cooperativeness is the opposing sub-factor to Independence. Working independently is probably one of this candidate's strengths, but be sure to ask this candidate if they make it a point to be cooperative. Ask them: How do you keep the big picture goals of your team or organization in mind as you go about your responsibilities? Can you please pretend I'm a team member who isn't all that cooperative with other people or isn't cooperating with compliance with regard to following the rules. How would you give me feedback to help me understand why cooperativeness and following the rules will make a big difference.

Why It is Important to Segment Performance, Behavior, and Attendance

When interviewing, the same rules apply to adjudicating potential employees as they do for current members of the workforce. You can only assess people based on three areas:

1. Performance
2. Behavior
3. Attendance

For example, a staff member who has been issued a written warning for a performance issue would receive another, separate warning for an attendance problem that warrants corrective action. If attendance is corrected but the performance continues at below expectations, a final written warning for performance may be warranted. Likewise, with behavior. For interviewing, these three areas are best segmented and addressed in separate tracks. This Interviewing Guide deals specifically with Behavior.

Behavior-Based Interviewing

The foundation of Behavioral-Based Interviewing is the theory that the most accurate predictor of future behavior is past behavior in a similar situation. One size does not fit all in behavior. Different candidates can have different DISC scores, as well as patterns and preferences, and execute their responsibilities equally well. That is the nature of behavior. In this Interviewing Guide, the interviewer will rank the candidate's answers in each section based on their impression of whether the candidate might behave appropriately for the position the candidate is being interviewed to potentially fill.

How do SAR (Situation, Actions, Results) Components Help During an Interview?

As an interviewer, your task is to provide a behavior-based question whereupon a candidate might provide a scenario that provides insight into their behavior and actions. The candidate's task is to provide a real-life example of how they have previously used or demonstrated the behavior (in a work context) about which you are inquiring. All answers to behavioral interview questions should be structured around three specific SAR components:

1. Situation or task in which the candidate displayed the behavior in question
2. Actions the candidate took
3. Results of these actions



Prior to answering behavior-based questions, please ask the candidate to provide answers with the three components front of mind. By explaining the format, you can also gauge whether the candidate is listening and can provide you with suitable responses. This is very important. Your instructions to the candidate will play a role in making the behavior-based interview process quite a bit easier for you and the candidate. This instruction will also result in a more standardized approach for the resultant paperwork as well as the hiring manager and HR professional to be as objective as possible as they review the results from multiple candidates.

Preparation for the Interview

As you prepare for the interview, you can reference the overview of the candidate in the topic areas most important to you and your organization. The score standardizes assessing the behavioral competencies of the candidates applying for the position. During the interview process, we encourage you to take ample notes. As you read the suggested questions to the candidates, please ask them to provide details on the HOWs of any situations you discuss. Ask the candidate to elaborate and incorporate any feedback or highlights into your notes for later reference. Specifically ask the candidate about their behaviors and actions including their communication by having them think back on prior situations they found themselves in. It is particularly enlightening to have a candidate thinking about what they might do differently if a similar situation arises. This 'pre-thinking' will help you gauge what a candidate learned from the past that they can bring to the new position. Changes in attitude, emotional involvement, words, or actions in the future and will most certainly assist any person grow. Above all, you are assessing a candidate's behavioral awareness and maturity for the position under consideration at your company. The Interviewing Guide will certainly help you in understanding their behavioral tendencies and strengths more clearly.

Defining DISC

By completing a DISCflex™ Assessment, the candidate reveals the elevations of four DISCflex™ Factors - Dominance, Influence, Steadiness, and Compliance. When the distinctive elevations are charted in the context of a business atmosphere, patterns emerge displaying a comprehensive picture of a person's behavioral tendencies as a business professional. These patterns are based on high, medium-high, medium-low and low scores in each of the DISC Factors. Let's quickly define what DISC stands for:

Dominance is the candidate's need for **getting results** and having **control**, as well as their source of **drive** and **ambition**. High D people operate at a quick pace, and they prefer to get down to business quickly. They like bullet points and getting things done. Whenever you are feeling **self-motivated**, **driven** to accomplish something, or are **anxious to get started**, you are using your '**D**' Factor.

Influence is the candidate's need to **express themselves**, their preferred degree of **communication**, and their source of **persuasion**. High I's like **interaction** with people, **discussing** just about anything, and **relationships**. You'll see them as **talkative** (perhaps jumping from topic to topic) as well as **friendly** and open. Whenever people feel **enthusiastic**, **warm**, or **trusting** they are using the '**I**' Factor.

Steadiness is the candidate's need for **consistency** and their source of **thoughtfulness** and **strategy**. **Kindness**, **loyalty**, and **being supportive** are all '**S**' traits, as are **calmness** and **careful listening**. When you **go out of your way to help** someone, you are using your '**S**' Factor.

Compliance is the candidate's need for **structure**, **planning**, and their source of **organization**. '**C**' candidates prefer to **follow rules** and knowing what the **format** and **expectations** will be upfront. This makes them feel at ease. During the interview you might notice they are **careful** and **cautious**, wanting to be **accurate** and **tactful** in their answers. They like **details**, so please allow sufficient time for them to ask their questions. When you become **extremely focused** on **completing tasks**, **on time** and within budget, you are using your '**C**' Factor.

Importance of Interviewer's DISC Profile

Your task during the interview is to prepare the candidate for the interview process, ask questions in an effective manner, to make sure the candidate understands the message, listen carefully for their answer, and then to analyze if the response was appropriate. Knowing your own DISC scores and being able to dial up and dial down (adapting and flexing) your DISC Factors during the interview process is critically important. As an example, if you are a High DI with a low C and mid-range S, you might talk too much (High I tendency) about what's important to you and the results you want (High D behavior) without leaving adequate time (Low C trait) for the candidate's response. By knowing behaviorally what your tendencies are, you can consciously flex during the interview.

How to Adapt Your Communication During the Interview

During the interview, it's important that you consider the candidate's behavioral style. Building trust and rapport quickly, and putting the candidate at ease is critical. You don't have much time to get to know the candidate, so make sure you set the interview up for the best possible outcome. How? High scores and low scores in any of the DISC Factors are not an indication of competence. Scores indicate behavioral preferences. For example, a low compliance score for a position that requires innovation is a very good indicator that the candidate's behavioral preferences might work well for the position. Likewise, a high score in compliance might be highly desirable if the position requires a high degree of focus or attention to detail. When an interviewer asks questions based on behavior, they are probing for 'behavior patterns'. They are trying to gauge how a candidate will act when going about their responsibilities. In hiring, a candidate's conduct is important, but it is vital to understand that there are no 'right' or 'wrong' answers.

Quick tips to adapt to:

High D's: Pick up the pace if you are not yourself a High D. Try to be brief and to the point. Keep on topic, then move to the next. High Ds only like details that lead to a result they want, so take their lead on this. If possible, let the candidate take the lead in setting the pace. Don't try to slow them down unless you are testing their ability to flex in this area. Paint 'the big picture' of what you are looking for in a hire. Demonstrate your organization's results and talk about its competence in the marketplace.

High I's: Take on a more sociable, informal, and relaxed style. Never be abrupt and make sure you begin with a little small talk to break the ice. Smile. Listen intently with open body language when this candidate talks about how they feel. Ideally, interject humor and keep the conversation light. Flatter them and praise their accomplishments.

High S's: Be consistent, calm, and patient. Do not interrupt. Be logical and systematic in your approach. Choose your words wisely, High S's are great listeners. Take time to respond thoughtfully to the candidate's questions. Give the candidate a bit more time than you might be used to for their answer (because of their heightened level of thoughtfulness). Talk about cooperation, opportunities at the organization to help others, and display a sincere appreciation for their time and accomplishments. High S candidates like to hear about strategy, security, decision making processes, and customer loyalty, as well as how you treat employees.

High C's: Be prepared. Explain the process. Ask if you have made the expectations of the interview clear. Ask if they have any questions prior to starting and be prepared to respond with details. Hand them paperwork before, during and/or after the interview to satisfy their need for details. Make sure to tell them how the organization operates, the standards the organization expects, and how the interview will play out. During the interview, make time to answer questions. If the candidate does not have a High I in their profile, be tactful, unemotional, and reserved.

Why is 3rd-Party Feedback Important?

3rd-Party Feedback is an important tool that helps you better understand your relationship with others. Seeing how other people view your behavior can help you identify "Blind-Spots" in your behavior. Your self-perception can be skewed to reflect how you would like to believe you act, but gathering feedback from others can confirm or contradict your self-perception. Using this information, you can take a step back and try to understand why others might see your behaviors the way they do.

How does 3rd-Party Feedback work?

Your 3rd-Party Assessors are asked to take a 22 Question Assessment about your behavior. The information on the following 3rd-Party Pages is based on the feedback provided by your assessors. If only one person completed the assessment (within each group) you will see only one person's opinion, but if two or more people have taken the 3rd-Party Assessment you will see the aggregate of their responses. The 3rd-Party Results paint a picture of how people perceive you that will get clearer with more people's feedback.

How do I invite more 3rd-Party Assessors?

You can invite additional 3rd-Party Assessors anytime by logging into your User Account and clicking the "Invite 3rd-Party Guests" button. Download your report again to get the latest 3rd-Party Results.

Why are there 3 different groups?

We break the feedback into 3 different groups to see how you behave in different environments. For example, some people behave very differently at work than they do at home, and that's okay. The important thing is to use this feedback to "look in the mirror" and see if other people perceive you the way you want to be perceived, and taking steps to adjust your behavior when there are discrepancies.

You will have the option to mark each assessor as Reference 1, Reference 2, or Reference 3. Be sure to classify your 3rd-Party Assessor into the correct group to get the most accurate information in your report. If a person fits into more than one group, simply select the best fit for the individual and their results will populate into that group's results.

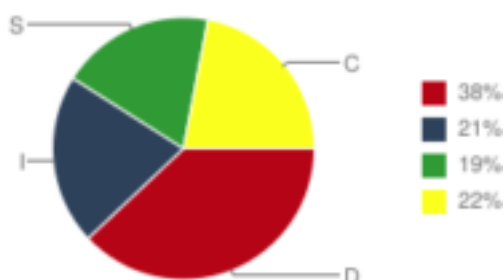
Do the 3rd-Party Assessments affect my whole DISCflex Report?

No. The feedback we gather from 3rd-Party Assessors will only affect the 3rd-Party Pages of this report. The rest of this report is based solely from your self assessment results.

Third Party Overview



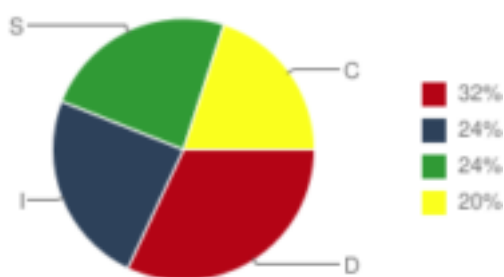
How You See Yourself



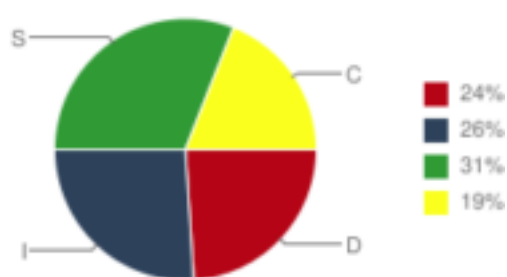
How Reference 1 Sees You



How Reference 2 Sees You

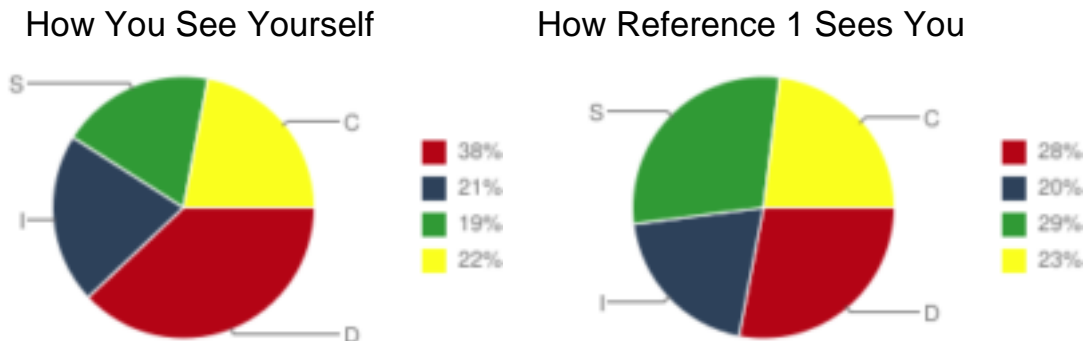


How Reference 3 Sees You



DISC Factor	Self-Perception	3rd-Party Perception	Variations	% Difference
Dominance	80	Reference 1 70	-10	14%
		Reference 2 76	-4	5%
		Reference 3 49	-31	63%
Influence	45	Reference 1 51	6	12%
		Reference 2 58	13	22%
		Reference 3 53	8	15%
Steadiness	40	Reference 1 71	31	44%
		Reference 2 58	18	31%
		Reference 3 65	25	38%
Compliance	46	Reference 1 57	11	19%
		Reference 2 48	2	4%
		Reference 3 40	-6	15%

3rd-Party Details - Reference 1



DISC Factor	Self-Perception	Reference 1 Perception	Variiances
Dominance	80	70	-10
Influence	45	51	6
Steadiness	40	71	31
Compliance	46	57	11

How Reference 1 May Describe You

Reference 1 has indicated that your behavioral style shows elevated Dominance and Steadiness patterns. You enjoy being in control of situations and making decisions and like to do so thoughtfully. You also enjoy building relationships and being open with others establishing trust.

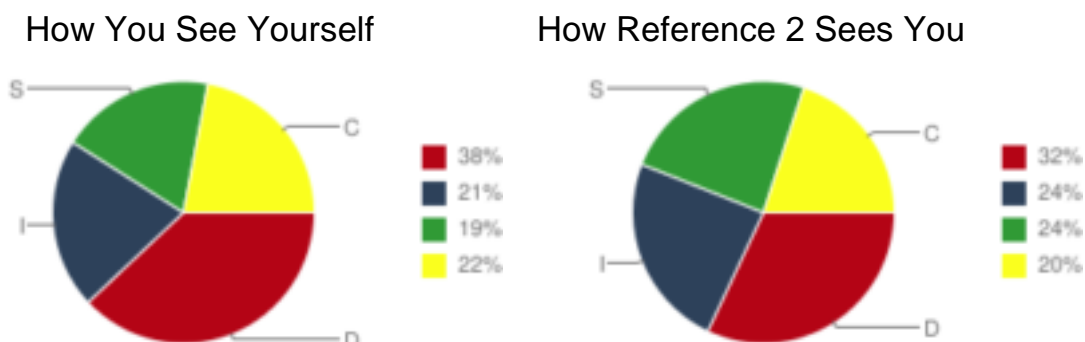
How Reference 1 might describe your Strengths and Challenges...

Strengths
Proactive
Sociable
Considerate
Focused

Potential Challenges
Stressed easily at times
Focus
Thought versus action
Sometimes hide emotions

It is important to note that your 3rd Party Assessors did not select any of these specific adjectives during the assessment process, so take this feedback 'with a grain of salt'.

3rd-Party Details - Reference 2



DISC Factor	Self-Perception	Reference 2 Perception	Variiances
Dominance	80	76	-4
Influence	45	58	13
Steadiness	40	58	18
Compliance	46	48	2

How Reference 2 May Describe You

Reference 2 has indicated that you have an elevated Dominance pattern. You are strong willed, self-motivated, and determined in your actions. You like to be in a leadership role and will typically take charge and make decisions very quickly.

How Reference 2 might describe your Strengths and Challenges...

Strengths

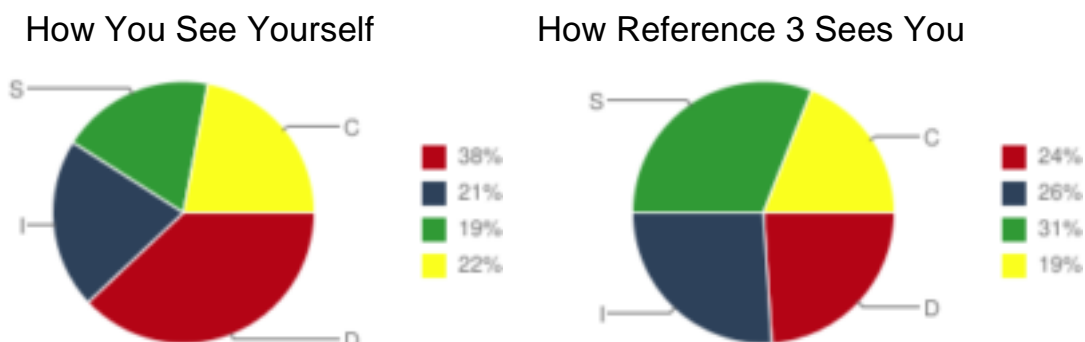
- Determined
- Sociable
- Considerate
- Creative

Potential Challenges

- Focus
- Giving up control
- Prioritization
- Deciding too quickly

It is important to note that your 3rd Party Assessors did not select any of these specific adjectives during the assessment process, so take this feedback 'with a grain of salt'.

3rd-Party Details - Reference 3



DISC Factor	Self-Perception	Reference 3 Perception	Variences
Dominance	80	49	-31
Influence	45	53	8
Steadiness	40	65	25
Compliance	46	40	-6

How Reference 3 May Describe You

Reference 3 has indicated that you have an elevated Steadiness pattern. You show a deep understanding of how to work well with others, see the big picture, and take time to build meaningful personal relationships. Your sense of loyalty and innate common sense encourage other people to trust you.

How Reference 3 might describe your Strengths and Challenges...

Strengths

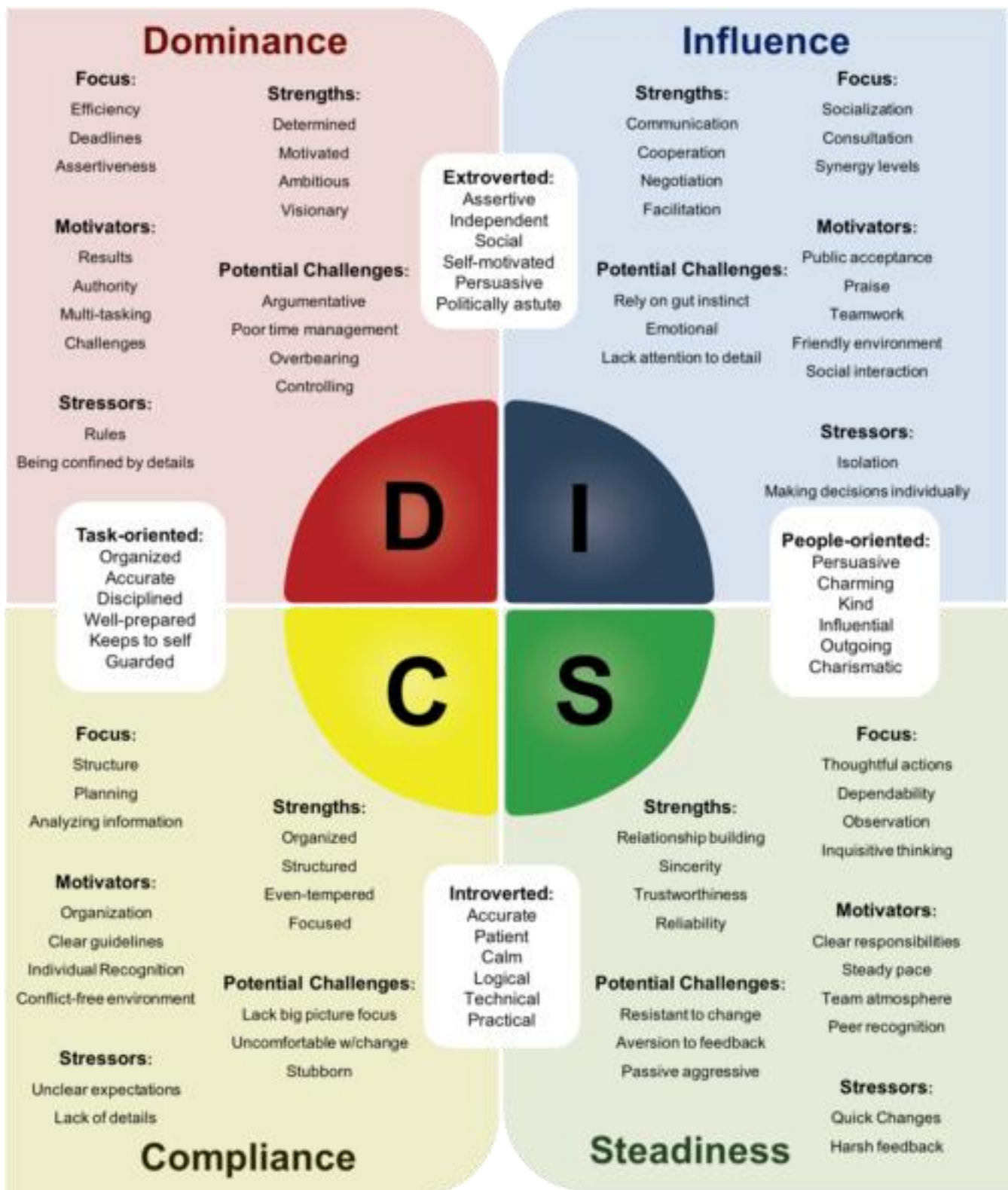
- Easy Going
- Sociable
- Considerate
- Creative

Potential Challenges

- Accepting change
- Remembering to put yourself first
- Decision making
- Overthinking situations

It is important to note that your 3rd Party Assessors did not select any of these specific adjectives during the assessment process, so take this feedback 'with a grain of salt'.

Defining DISC Quick Reference



Dialing DISC Quick Reference

<p style="writing-mode: vertical-rl; transform: rotate(180deg);">How to Dial Up & Dial Down</p>	<p>DIAL UP</p>	<p>DOMINANCE</p> <ul style="list-style-type: none"> Don't say it. Do it! Set goals Use the subconscious mind Try something new Watch the leader Add quickly Take risks Change your pace Be the leader 	<p>INFLUENCE</p> <ul style="list-style-type: none"> Control and monitor your self talk Be enthusiastic Learn to mirror and match Extend invitations to others Work on teams Talk to people Get others' opinions Become more convincing Practice public speaking 	<p>STEADINESS</p> <ul style="list-style-type: none"> Stick to what you're doing (commitment & consistency) Have a purpose when you speak Plan Define what you're doing (responsibilities, accountability and authority) Eliminate distractions 	<p>COMPLIANCE</p> <ul style="list-style-type: none"> Prioritize your tasks Structure your day Know the guidelines Create appropriate quality standards Plan a major project Outline the boundaries Ask an expert (or perceived expert) Refer to the instructions
	<p>DIAL DOWN</p>	<p>DOMINANCE</p> <ul style="list-style-type: none"> Take a time out Listen to others Let others speak for themselves Wait to provide feedback Follow the rules Think through situations Get one task completed at a time Put some energy into building trust with others Let an argument go Review your biases Let someone else lead Ask what you can do for others 	<p>INFLUENCE</p> <ul style="list-style-type: none"> Close yourself off from interactions during certain times of the day Say what you need to say once (avoid repeating yourself) Let others talk Do what you can for your team without asking Find the root cause Let things happen Concentrate on following through Translate ideas into an implementable action plan Watch out for biases 	<p>STEADINESS</p> <ul style="list-style-type: none"> Be efficient Forgive and forget Try something new Take a calculated risk Be open to change Be flexible Think about the most important aspects of your life Take a break Find a mentor Become more task-oriented 	<p>COMPLIANCE</p> <ul style="list-style-type: none"> Be open minded Question why people create rules (including benefits and consequences) Speak up Be creative Take calculated risks (and make decisions) Change your routine Learn rapport building techniques Confront your biases Take initiative Focus on behaviors Look at the big picture

	DOMINANCE	INFLUENCE	STEADINESS	COMPLIANCE
Strengths	<ul style="list-style-type: none"> Determined Motivated Ambitious Visionary 	<ul style="list-style-type: none"> Social Skills Influence & communication Cooperation Negotiation & facilitation 	<ul style="list-style-type: none"> Build strong relationships Sincerity & trustworthiness Reliable Logical 	<ul style="list-style-type: none"> Organized & structured Even-tempered Focused Responsible
Potential Weaknesses	<ul style="list-style-type: none"> Argumentative My way or the highway Overbearing Controlling 	<ul style="list-style-type: none"> Reliance on gut instinct Insecure Lack attention to detail May let deadlines slip 	<ul style="list-style-type: none"> Resistant to change Dislike giving or receiving feedback Passive-aggressive Possibility to be self-absorbed 	<ul style="list-style-type: none"> Lack big picture focus Uncomfortable with change Confined by procedures Stubborn
Motivators	<ul style="list-style-type: none"> Results Authority Multi-tasking Challenges 	<ul style="list-style-type: none"> Acceptance & praise Peaceful & friendly environment Working with others Social situations 	<ul style="list-style-type: none"> Clear responsibilities Steady pace Group environment Recognition 	<ul style="list-style-type: none"> Organizational effectiveness Defined tasks/responsibilities Recognition & reassurance Conflict-free environment
Stressors	<ul style="list-style-type: none"> Inaction Rules No decisions being made Being confined by details 	<ul style="list-style-type: none"> Isolation Lack of communication Making decisions individually 	<ul style="list-style-type: none"> Quick changes Harsh feedback Taking sudden action Unclear communication 	<ul style="list-style-type: none"> Insufficient planning Multi-tasking Not knowing expectations Lack of detail or information
Communication Style	<ul style="list-style-type: none"> Important information only No idle chatter Big picture focus 	<ul style="list-style-type: none"> Discussing information Talking through options Brainstorming 	<ul style="list-style-type: none"> Prefer meaningful communication Status updates Thoughtful dialogue 	<ul style="list-style-type: none"> Details and logical answers Cover all possibilities Clear expectations
Decision Making	<ul style="list-style-type: none"> Quick to decide & act Comfortable with risks Decisions are based on the big picture Prefer authoritative decisions 	<ul style="list-style-type: none"> Receive feedback from others before acting Rely on gut instinct Prefer to know how others would act Prefer consensus decisions 	<ul style="list-style-type: none"> Prefer practical options Hesitant to act Need contingency plan Prefer ad hoc decisions 	<ul style="list-style-type: none"> Focused on facts rather than feelings Prefers to get all the facts Prefer fact-finding over making the final decision Prefer rational decisions



Behavioral Interview Questions

Susan Sample



Set Up the Interview - Define the Format and Expectations

"I want to kick off by letting you know what I am looking for in this segment of the interview. We are specifically looking at behavior. To make sure you understand the format, I would like you to concentrate on answering my questions with three things at the front of your mind:

1. Situation
2. Actions
3. Results



This format makes interviewing better because it gives you an easy format so that you aren't guessing whether or not you answered appropriately. This is a two-way dialogue, so I will prompt you too."

Topic	Scoring Criteria	Below Expectation	Meets Expectation	Above Expectation
Situation	Did the candidate spell out an appropriate scenario to address the question?			✓
Action	Did the explanation of the candidate's actions mesh with expectations?		✓	
Results	Were the results the candidate told you about be what you would expect for this position?			✓
Behavior	Did the candidate's actions demonstrate they would be appropriate for the position?			✓
Flex	If the candidate were accepted for this position, do you think they could flex their behavior appropriately?		✓	
Comments -		_____ x0	_____ 2 x1	_____ 3 x2
		Totals		
		0	+ 2	+ 6
Question Total				

Above is an example of the scoring criteria. Each of the 5 Topics are worth up to 2 points each, for a total of 10 points per question. For each topic read the Scoring Criteria and give them a check if they "Didn't Answer" (0 points), "Meets Expectations" (1 point), or answered "Above Expectation" (2 points). Add the number of checks in each column, and multiply by how many points that column is worth. Next, add the three totals from each column to get your Question Total.

Assessing the Candidate for Dominance - Q1



QUESTION 1

"Describe a stressful situation at work where something completely unexpected occurred which tested your skills. What did you do?"

FOLLOW-UP

"How much time did you spend planning before launching into action? Also, in hindsight, is there anything you would have done differently? Or did you learn something that stuck with you?"

Scoring and Comments

Susan has a self-assessed **Dominance** score of **80%**, so they may see themselves as **Determined**. Listen for **Efficiency**, **Self-motivation**, and **Independence**.

Topic	Scoring Criteria	Below Expectation	Meets Expectation	Above Expectation
Situation	Did the candidate spell out an appropriate scenario to address the question?			
Action	Did the explanation of the candidate's actions mesh with expectations?			
Results	Were the results the candidate told you about be what you would expect for this position?			
Behavior	Did the candidate's actions demonstrate they would be appropriate for the position?			
Flex	If the candidate were accepted for this position, do you think they could flex their behavior appropriately?			
Comments -		_____ x0	_____ x1	_____ x2
		Totals	0 +	+
Question Total				

QUESTION 2


"Can you tell me an example of a time when you went the extra mile for an irate or angry customer or co-worker; or you had to solve a difficult problem in a very short amount of time?"

FOLLOW-UP

"What did you specifically do? What was the outcome? Also, is there something you wish you had done differently?"

Scoring and Comments

Susan has a self-assessed **Dominance** score of **80%**, so they may see themselves as **Determined**. Listen for **Efficiency**, **Self-motivation**, and **Independence**.

Topic	Scoring Criteria	Below Expectation	Meets Expectation	Above Expectation
Situation	Did the candidate spell out an appropriate scenario to address the question?			
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Comments -		_____ x0	_____ x1	_____ x2
		Totals	0 +	+
Question Total				
				

QUESTION 3


"Susan, could you please describe how you currently communicate and share information within your team or amongst your colleagues?"

FOLLOW-UP

"Can you give me an example of how you resolved a conflict between you and another person when you disagreed with each other? Another when you were on a team and one of your teammates was not pulling their weight? How did you balance providing tough feedback with emotions?"

Scoring and Comments

Susan has a self-assessed **Influence** score of 45%, so they may see themselves as **Self-governing**. Listen for **Friendliness**, **Enthusiasm**, and **Self-Confidence**.

Topic	Scoring Criteria	Below Expectation	Meets Expectation	Above Expectation
Situation	Did the candidate spell out an appropriate scenario to address the question?			
Action	Did the explanation of the candidate's actions mesh with expectations?			
Results	Were the results the candidate told you about be what you would expect for this position?			
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Comments -		_____ x0	_____ x1	_____ x2
		0	+	+
Question Total				

QUESTION 4


"Susan, Can you please share an example of how you were able to motivate employees or co-workers when things weren't going so well?"

FOLLOW-UP

"In that situation or one similar, can you tell me what tactics you use to effectively "read" another person and guide their actions?"

Scoring and Comments

Susan has a self-assessed **Influence** score of 45%, so they may see themselves as **Self-governing**. Listen for **Friendliness**, **Enthusiasm**, and **Self-Confidence**.

Topic	Scoring Criteria	Below Expectation	Meets Expectation	Above Expectation
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Comments -		_____ x0	_____ x1	_____ x2
		Totals	0 +	+
Question Total				
				

QUESTION 5


"What process do you use to establish priorities when things change? Please be specific."

FOLLOW-UP

"If you could go a bit further and tell me about a time when you had to communicate a change in work systems or standards; even though it wasn't easy or popular. What did you learn about yourself with regard to patience versus action?"

Scoring and Comments

Susan has a self-assessed **Steadiness** score of 40%, so they may see themselves as **Straightforward**. Listen for **Patience**, **Thoughtfulness**, and **Persistence**.

Topic	Scoring Criteria	Below Expectation	Meets Expectation	Above Expectation
Situation	Did the candidate spell out an appropriate scenario to address the question?			
Action	Did the explanation of the candidate's actions mesh with expectations?			
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Comments -		_____ x0	_____ x1	_____ x2
		0	+	+
Question Total				

QUESTION 6


"Getting all the information you can is important, but so is moving forward without all those answers in hand. Can you please provide an example of a time where you had to use your fact-finding skills to get information for solving a problem that potentially affected the whole team or the company?"

FOLLOW-UP

"Did you think it a risky decision at the time? Did you postpone that decision? How did you handle the uncertainty? What do you use to best guide your actions? Why?"

Scoring and Comments

Susan has a self-assessed **Steadiness** score of 40%, so they may see themselves as **Straightforward**. Listen for **Patience**, **Thoughtfulness**, and **Persistence**.

Topic	Scoring Criteria	Below Expectation	Meets Expectation	Above Expectation
Situation	Did the candidate spell out an appropriate scenario to address the question?			
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Flex	If the candidate were accepted for this position, do you think they could flex their behavior appropriately?			
Comments -		_____x0	_____x1	_____x2
		Totals	0 +	+
Question Total				
				

QUESTION 7


"Susan, please give me two examples of when you didn't have a clue about how to do something but figured it out anyway. In the first, you had time to plan. In the second, you were under the gun and had to act quickly. As you go through the examples, provide information on how you decide what to do and how you had to communicate your plans to others. In other words, how did you get through it?"

FOLLOW-UP

"Finally, do you prefer planning or doing?"

Scoring and Comments

Susan has a self-assessed **Compliance** score of **46%**, so they may see themselves as **Pioneering**. Listen for **Cooperativeness**, **Accuracy**, and **Sensitivity to the situation**.

Topic	Scoring Criteria	Below Expectation	Meets Expectation	Above Expectation
Situation	Did the candidate spell out an appropriate scenario to address the question?			
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Comments -		_____x0	_____x1	_____x2
		Totals	0 +	+
Question Total				
				

QUESTION 8


"Have you ever dealt with company policy you weren't in agreement with? How did you handle this?"

FOLLOW-UP

"Everyone has to bend or break rules sometimes, Susan. Do you recall an example of when you had to do this? Or when someone on your team had to do this? What did you do?"

Scoring and Comments

Susan has a self-assessed **Compliance** score of 46%, so they may see themselves as **Pioneering**. Listen for **Cooperativeness**, **Accuracy**, and **Sensitivity to the situation**.

Topic	Scoring Criteria	Below Expectation	Meets Expectation	Above Expectation
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Comments -		_____ x0	_____ x1	_____ x2
		Totals	0 +	+
Question Total				
				

Interview Results



The chart below is meant as a quick reference to see a full breakdown of Susan Sample's results. Q1=Question 1, and so on. As you recall, each question was out of a possible 10 points. You may enter the candidate's score from each question below, then add them for a TOTAL score out of a possible 80. If you are interested in seeing their score broken down by factor, simply add the two questions asked on that factor out of a possible 20 points. For example - Questions 1 (Q1) and 2 (Q2) were about the Dominance factor. Add these two together for their Dominance or "D" score.

D	Q ₁	/10	/20
	Q ₂	/10	
I	Q ₃	/10	/20
	Q ₄	/10	
S	Q ₅	/10	/20
	Q ₆	/10	
C	Q ₇	/10	/20
	Q ₈	/10	
TOTAL			/80