

# DISC OVERVIEW

*Where do you sit?*

TASK ORIENTED

## COMPLIANT

**Archetype** technician  
**Core need** certainty and significance  
**Communication** prefers written communication  
**It's about** getting it right, stats and facts  
**Looks to** the past for evidence

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## DOMINANT

**Archetype** hunter, gatherer  
**Core need** certainty and significance  
**Communication** very direct - no fluff  
**It's about** the destination and results  
**Looks to** the future for solutions

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## STABILISER

**Archetype** nurturer  
**Core need** connection and security  
**Communication** prefers to talk one-on-one  
**It's about** doing it together, collaboratively  
**Looks to** the past for reassurance

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## INFLUENCER

**Archetype** entertainer  
**Core need** variety and connection  
**Communication** keep it interesting  
**It's about** the journey and experiences  
**Looks to** the future for opportunities

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PEOPLE ORIENTED

DETAILED  
PAST FOCUSED  
DELIBERATE

BIG PICTURE  
FUTURE FOCUSED  
FAST PACED