Fun Scientific Facts About the DiSC® Classical Patterns

Background For This Study

- Reflects our renewed focus on DiSC
- To answer some questions we've had about the Classical Patterns
- We wanted to have some fun

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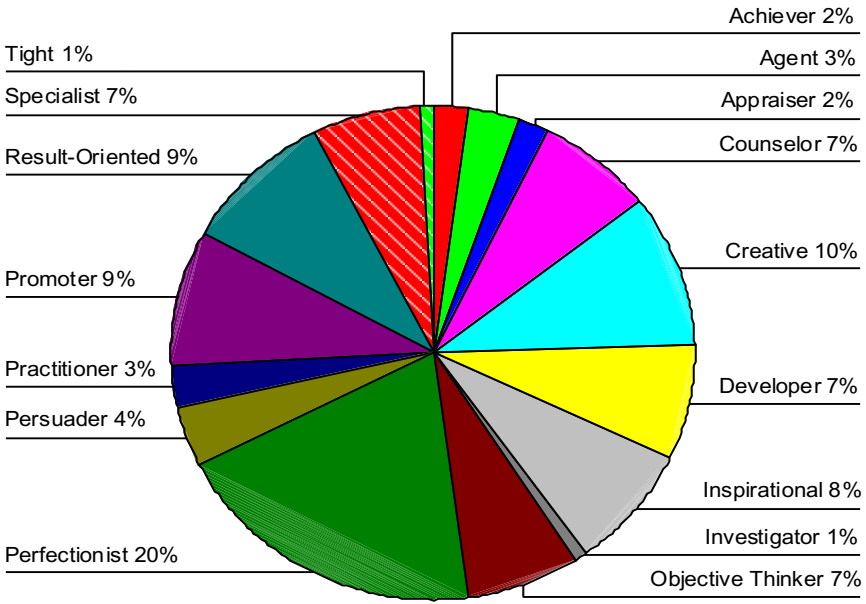
Demographics (N=23,286)

- Gender
  - 12,506 Males (54%)
  - 10,780 Females (46%)
- Age
  - Well-distributed
- Education
  - Majority of sample (93%) had education beyond High School

Demographics - Continued

- Heritage
  - Caucasian (80%), African Origin (7%), Asian Origin (4%), Hispanic (4%), Other (4%), Native American (2%)
- Employment
  - Largest categories were Professional (24%) and Mid-level Management (24%), followed by Executive (10%) and Sales (10%)
- Industry
  - Business Services (35%) was the largest category, followed by Finance/Insurance/Real Estate (20%) and Manufacturing (16%)

DiSC Classical Patterns



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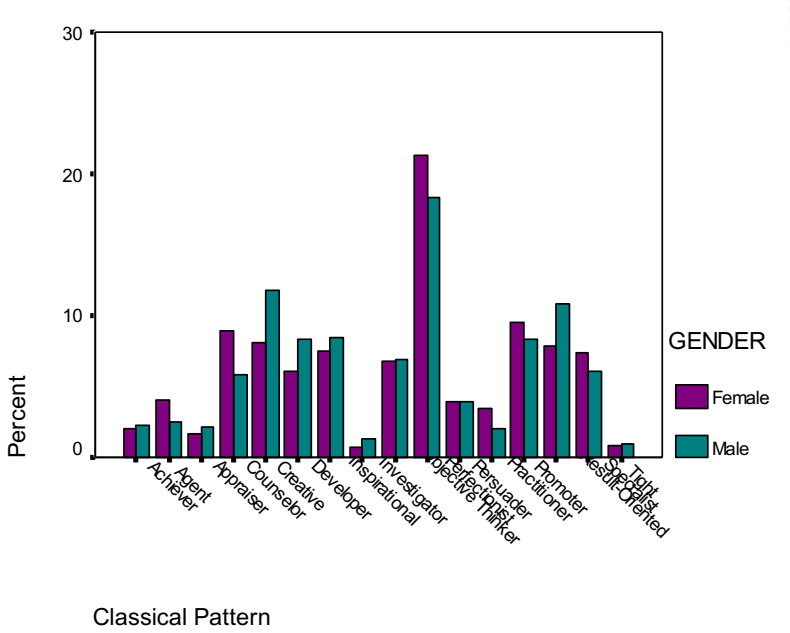
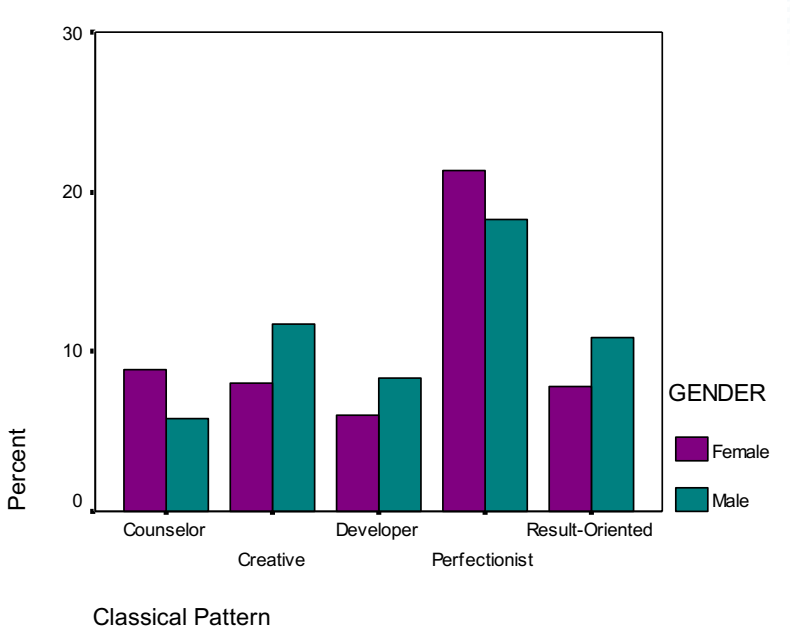
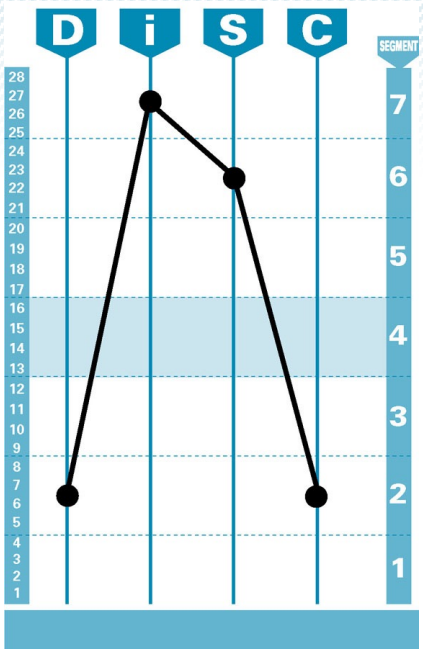
DiSC Classical Patterns and Gender



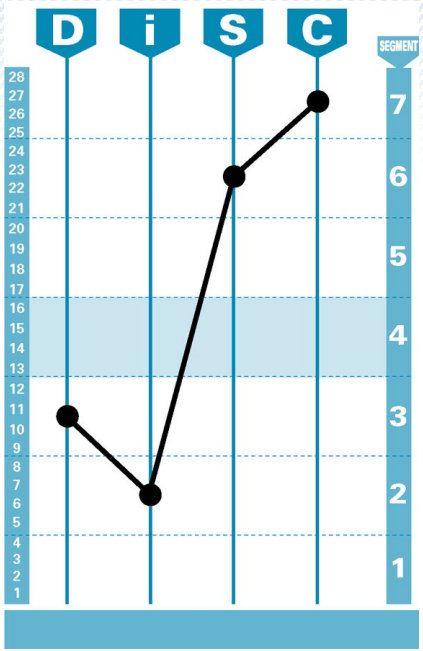
DiSC Classical Patterns and Gender Differences



Counselor and Perfectionist Patterns



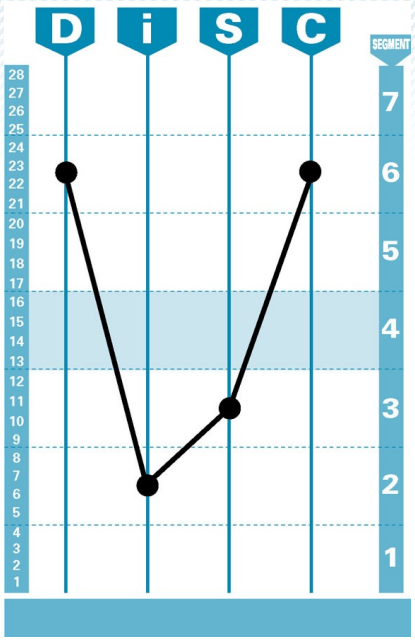
Counselor



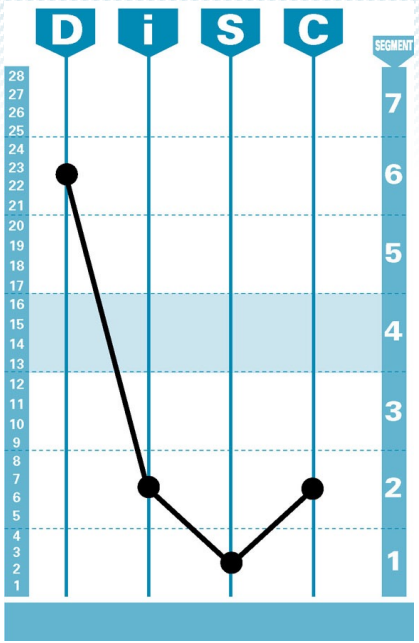
Perfectionist

(Greater proportion of Women)

Creative, Developer and Result-oriented Patterns

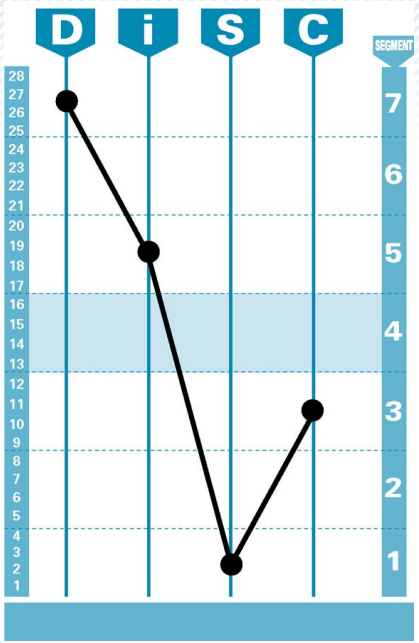


Creative



Developer

(Greater proportion of Men)

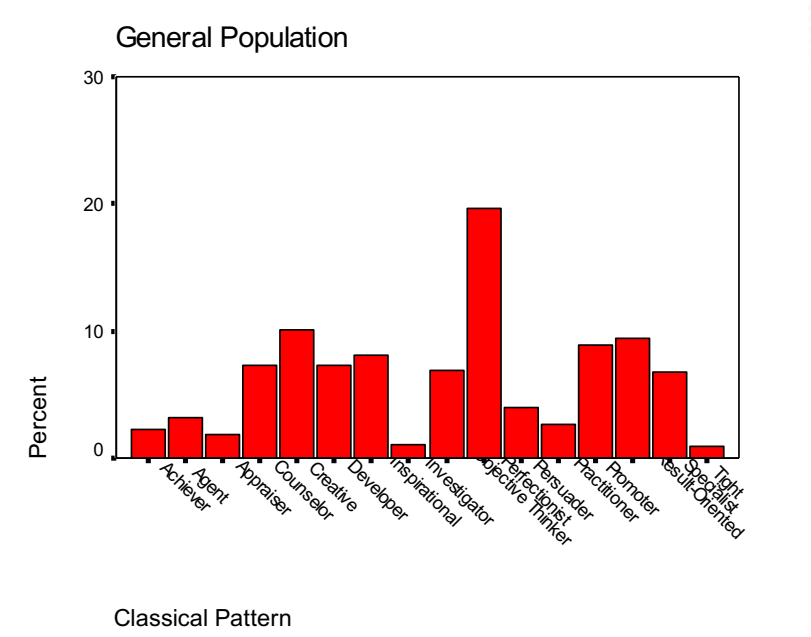


Result-oriented

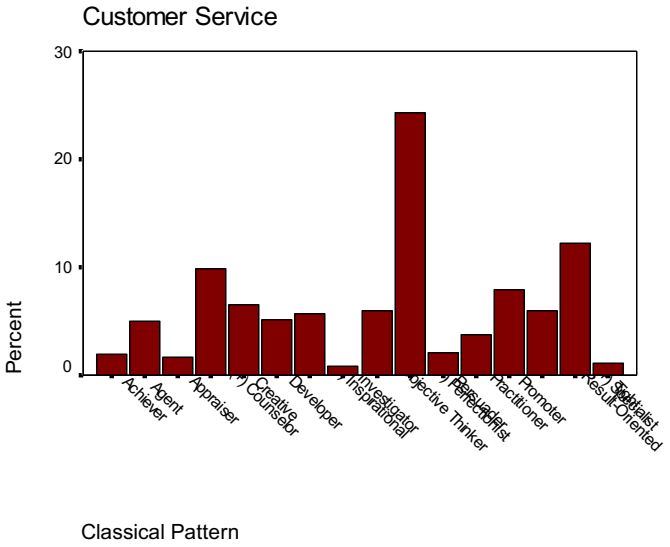
Gender and DiSC Dimensions

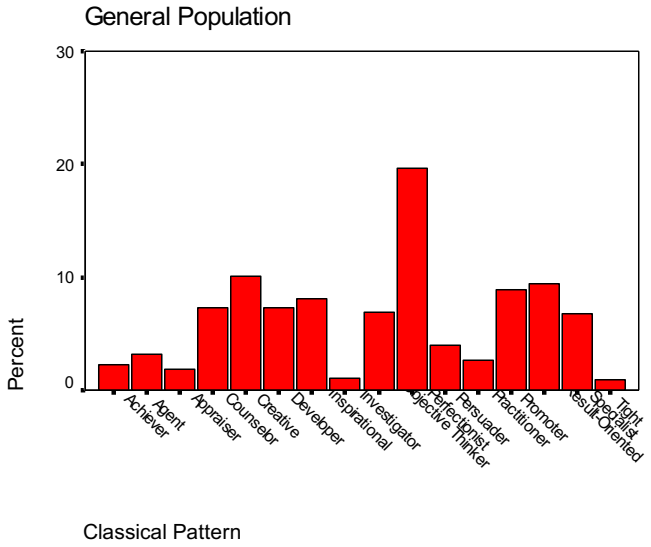
	D	i	S	C
Men	31%	23%	23%	27%
Women	24%	27%	31%	27%

Frequency Distribution in the General Population

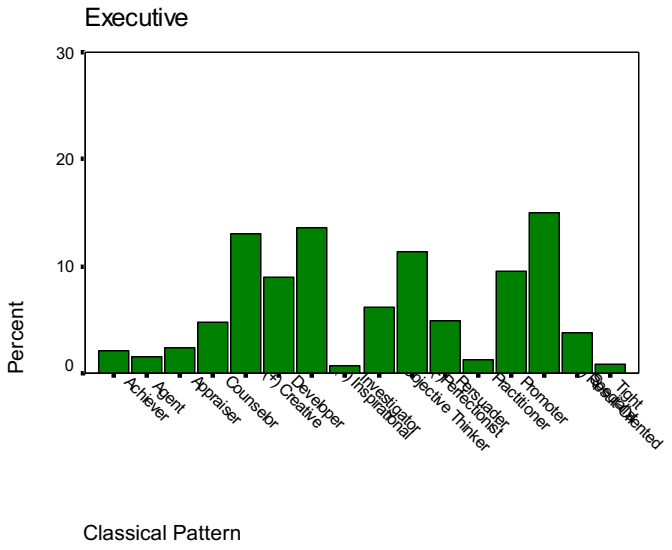


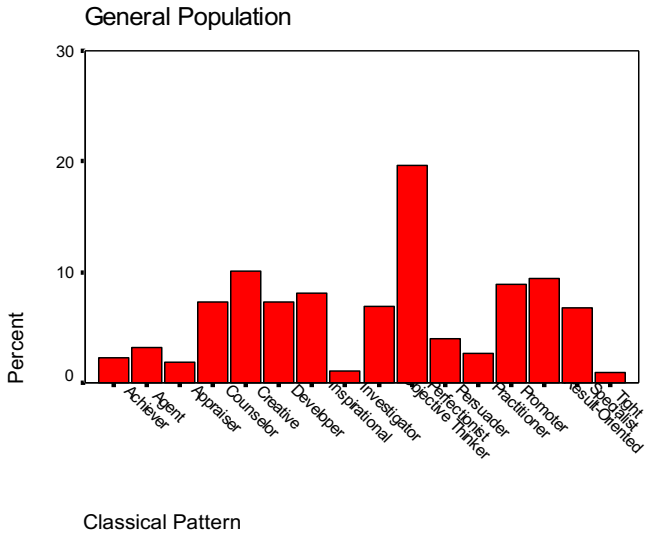
Customer Service





Executive


Executive
Percent
30
20
10
0
Achiever
Agent
Appraiser
Counselor
Creative
Developer
Inspirational
Investigator
Objective Thinker
Perfectionist
Persuader
Practitioner
Promoter
Result-Oriented
Tight
Classical Pattern


General Population
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30
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10
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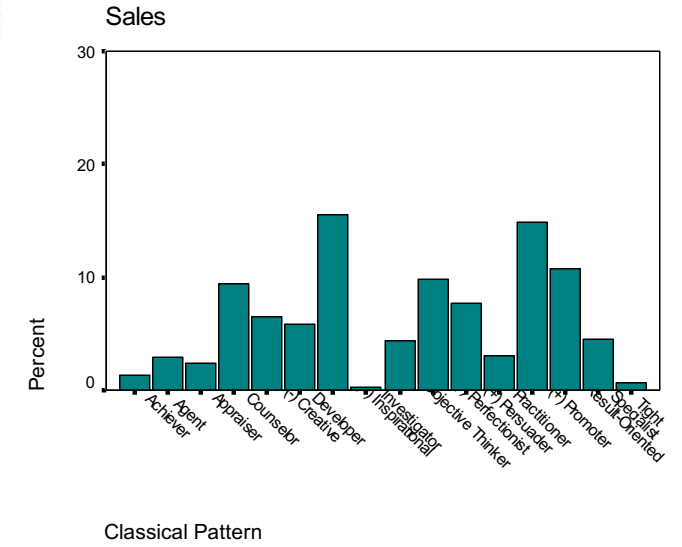
Sales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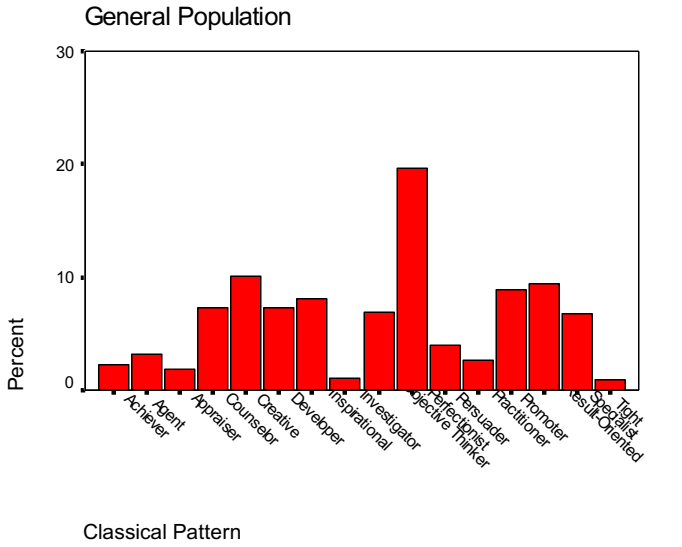
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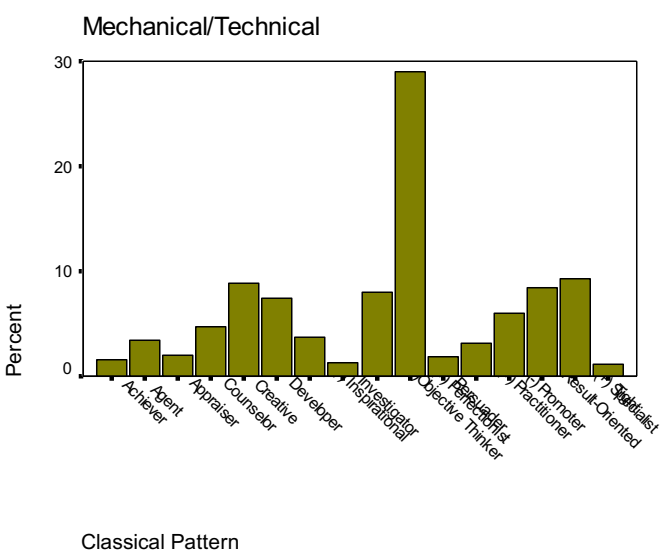
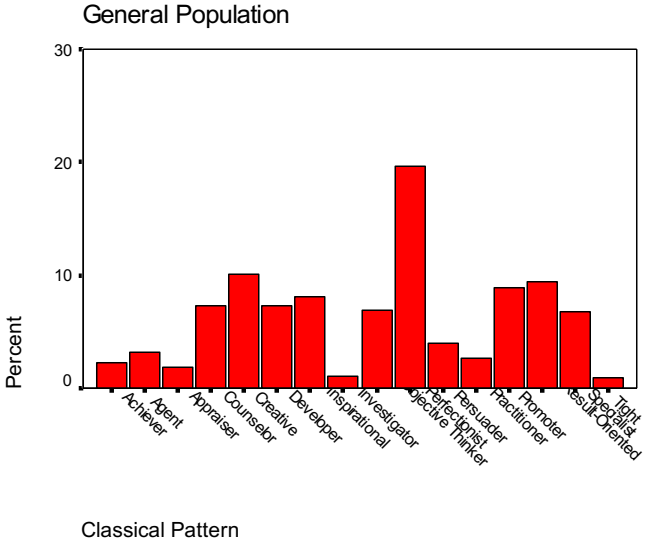
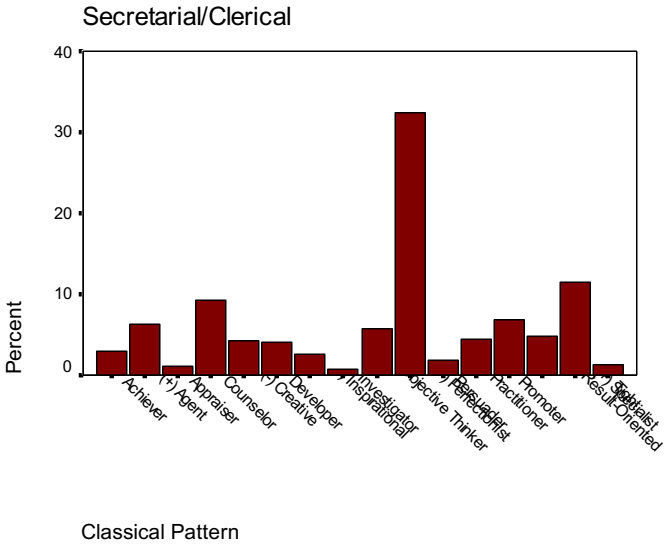
Classical Pattern

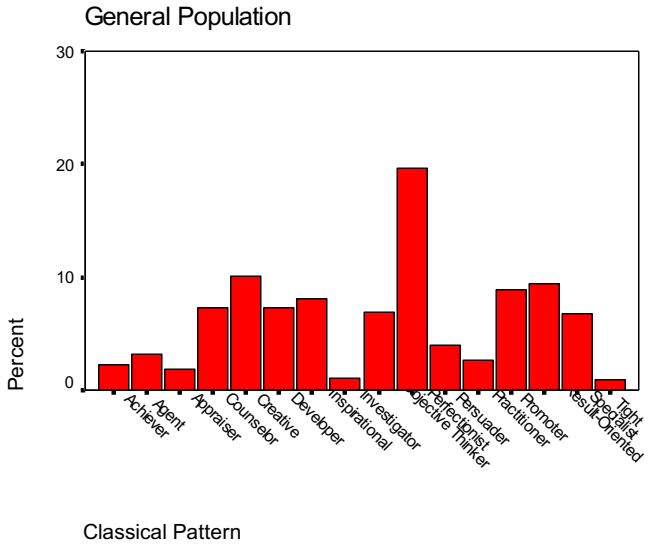
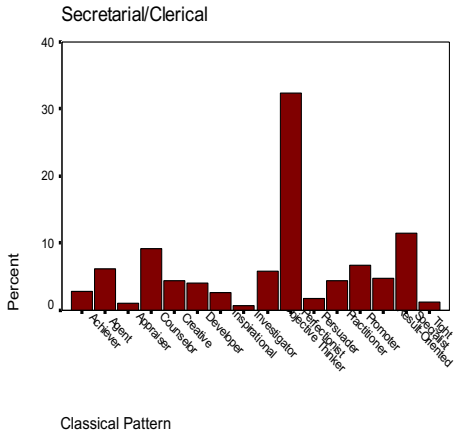
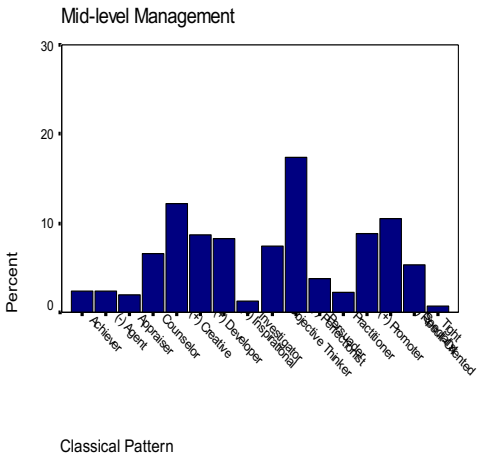
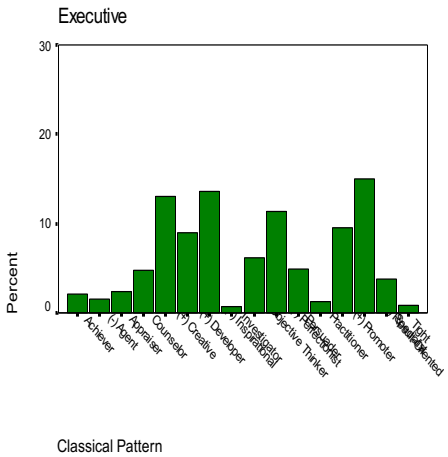
Mechanical/Technical





Administrative/Secretarial





Group Comparisons