

SALES REPORT

- Your sales main pattern
- System Keeper is the clearest sales pattern here. This C style values clear steps, steady quality, and organized work.

Alex Tan C High confidence

SALES STYLE PATTERN

System Keeper Sales work type that can fit: Analytical Builder. Often a fit for analysis, systems, planning, operations, and quality-driven work.

Role match score 56

SALES REPORT

About this sales report

This report shows how your DISC style can appear in sales conversations. It also shows how to adjust your style for different buyers.

Report for

Alex Tan

How to use it

Understand your usual selling style.

Notice which buyer styles need a different approach.
Choose a simple sales habit to improve follow-up, trust, or closing.

Important note

DISC describes behavior patterns. It is not a medical test. Do not use it as the only basis for hiring, firing, promotion, or pay decisions.

DISC OVERVIEW

The four DISC styles

Everyone uses all four styles. Your report shows which styles appear stronger in your answers.

D • Dominance: direct action

Directness, control, pace, and willingness to take charge.

I • Influence: people energy

Persuasion, visibility, enthusiasm, and social energy.

S • Steadiness: patience and support

Patience, dependability, support, and preference for stability.

C • Conscientiousness: accuracy and care

Accuracy, analysis, standards, and preference for structure.

MAIN DISC PATTERN

The main pattern to remember

This section explains your main blend, how you adjust in public, and what shows under pressure.

- Main pattern
- System Keeper
- System Keeper reports often show people who value clear steps, steady quality, and organized work.

Style mix

C

Accuracy and care are the strongest parts of the overall result.

- Public style shift
- Public style shift stays close to the overall graph
- In public settings, this person shows more accuracy and care than the overall result suggests.

Pressure response

Pressure response -C

Pressure tends to reduce accuracy and care first, which can make the person look less warm, less steady, or less visible than usual.

STYLE MIX

C means accuracy and care are the strongest parts of the overall result.

role stretch

Public style shift stays close to the overall graph. In public settings, this person shows more accuracy and care than the overall result suggests.

PRESSURE RESPONSE

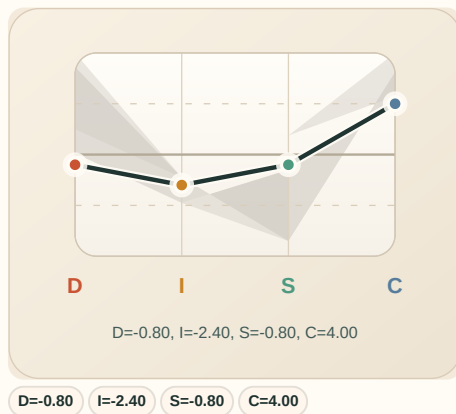
Pressure response -C. Pressure tends to reduce accuracy and care first, which can make the person look less warm, less steady, or less visible than usual.

3 DISC GRAPHS

Public, pressure, and overall patterns

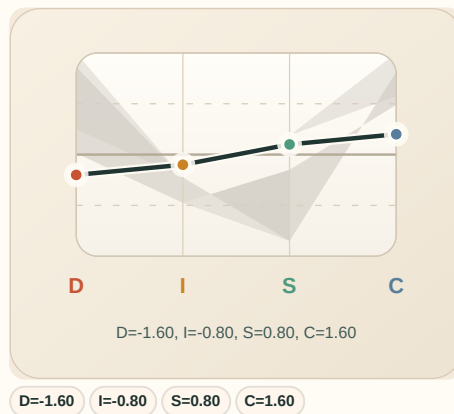
GRAPH 1 • PUBLIC SELF

Public style



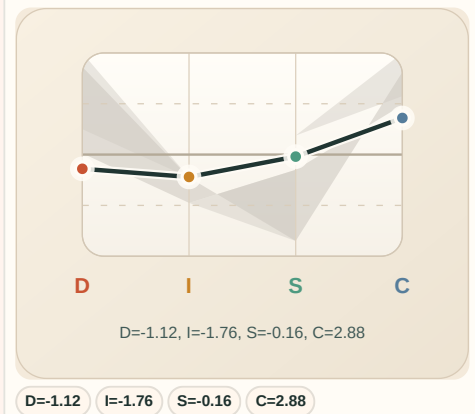
GRAPH 2 • PRESSURE SELF

Pressure style



GRAPH 3 • PERCEIVED SELF

Overall style



RESULT SUMMARY

- Primary style, secondary style, and scoring method
- This report reads DISC as a behavior tendency. It is not a medical result or fixed style summary.

Primary style

Conscientiousness • 68

Secondary style

Steadiness • 49

Blend

C

Public graph

Most choices. This shows the style the person most often chose as most like them.

- Pressure graph
- Least-like choices help estimate pressure behavior. This shows which styles can still appear when pressure rises.

Overall graph

Combined public and pressure response. This is the blended style pattern for the primary and secondary read.

Dominance 43

D

Public 45 Pressure 40

Most 5 Least 8

Influence 39

I

Public 35 Pressure 45

Most 3 Least 7

Steadiness 49

S

Public 45 Pressure 55

Most 5 Least 5

Conscientiousness 68

C

Public 75 Pressure 60

Most 11 Least 4

PROSPECTING

Where your sales energy starts

You can do well in credibility, problem finding, and detail-rich sales conversations.

BUYER STYLE

What to adapt first

Do not give every buyer the same level of detail. Some need speed, not depth.

PRESSURE

What to watch when the number matters

When pressure rises, watch for using your strongest style too much. Then adjust toward the buyer.

SELLING STYLE

How this result shows up in sales

- Sales style pattern
- System Keeper is the clearest sales pattern in this result. System Keeper reports often show people who value clear steps, steady quality, and organized work.

Style mix

C means Accuracy and care are the strongest parts of the overall result.

What buyers notice first

Credibility, analysis, and care with detail.

- Commercial guardrail
- Influence is the least used usual DISC style, so this person needs planned space for people and conversation.

BUYER COMMUNICATION

How to communicate more intentionally in sales

Open with the part the buyer values

Do not begin every sales conversation the same way. Decide whether the buyer needs speed, trust, excitement, or proof first.

Match detail to the room

Your usual level of detail can be too high for some buyers. Translate detail into decision-ready summaries when needed.

Close in the buyer's language

The close should sound like the buyer's decision logic, not only your preferred selling style.

SALES

Sales moves to lean into

Prospecting style

Use clear discovery questions, proof, and structured next steps.

Presentation style

Slow down enough to confirm alignment and reduce hidden resistance.

Follow-up style

Use a follow-up structure that protects consistency after the first conversation.

ACTIONS

What to practice next

Adapt to the buyer

Match pace, detail, and emotional tone to the buyer instead of staying inside your default style.

Watch what you can use too much

Notice what happens when your strongest style becomes too strong in a hard sales week.

Create a closing habit

Define one clean closing question or next-step ask that you use consistently.

DISC PROFILE

The strongest patterns in this result

Conscientiousness

You often bring analysis, structure, and attention to quality.

Steadiness

You often bring patience, steadiness, and dependable support.

Dominance

You often move toward action, decisions, and visible progress.

BUYER GUIDE

How this style usually sells best

Reminder

Use your style to refine how you prospect, present, close, and follow up.

Reminder

Adapt your pace and detail level to the buyer, not only to your own style.

Reminder

Watch for sales habits your style can use too much under pressure.

BUYER STYLE GUIDE

How to adapt to each buyer style

Sell to high D buyers

Lead with the result, the speed, and the business outcome. Keep proof ready, but do not bury the point in process.

Sell to high I buyers

Make room for story, energy, and visible upside. Keep the interaction lively, then anchor it with a clear next step.

Sell to high S buyers

Build trust before pressure. Show reliability, follow-through, and how the decision reduces risk over time.

Sell to high C buyers

Bring evidence, comparisons, and step-by-step logic. Give space for questions and avoid rushing the decision.

what to balance

What this selling style has to balance

Pace versus trust

Your usual steadiness can help you build trust, but it can also delay momentum if the buyer needs stronger direction toward a decision.

Energy versus proof

Your proof can be strong enough to justify the offer, but not always simple enough for the buyer to act quickly.

role demand versus authenticity

The most persuasive version of this style is still recognizably like you. Adapt to the buyer, but do not abandon the way you actually build trust.

PIPELINE WORKSHEET

Questions to work through in live deals

Where do I win fastest?

List the sales stage where your usual style creates the most lift: prospecting, discovery, presentation, closing, or follow-up.

Where did I use my style too much?

Write down one recent deal where your pace, detail level, or tone hurt the conversation instead of helping it.

What will I test next?

Choose one script change, one closing question, or one follow-up habit to test in the

next five opportunities.

DEAL REVIEW

Questions to ask after real sales conversations

Where did the buyer lean in?

Name the moment the buyer became more engaged. What in your pace, proof, or tone matched them well there?

Where did possible conflict appear?

Identify the moment the conversation slowed, blurred, or became defensive. What part of your default style probably caused it?

What will you repeat next time?

Choose one opening move, one discovery move, or one close that felt clear and effective enough to keep using.

ROLE FIT

Role clusters that can fit best

Analytical Builder • 56

Often a fit for analysis, systems, planning, operations, and quality-driven work.

Trusted Stabilizer • 53

Often a fit for service delivery, support, long-cycle account work, and steady team environments.

Supportive Coach • 51

Often a fit for people development, teaching, coaching, and long-term support roles.

KEEP IN MIND

What to keep in mind as you use this report

No extra reminders are available yet.

PERSONAL DEVELOPMENT PLAN

Turn the report into practice
Use these actions over the next month, then review them with a coach, manager, mentor, or trusted peer.

Use Conscientiousness intentionally

Choose one situation each week where accuracy and care should help, then name what healthy use looks like before you act.

- Daily: Before one important interaction, decide what your strongest style should do and what it should not overdo.
- Weekly: Review one moment where this style helped and one where it became been too strong.
- Monthly: Ask a trusted person where this style is helping your work and where it is creating avoidable possible conflict.

Blend in Steadiness Steadiness is the supporting DISC style. Use it to balance the lead style instead of letting one pattern carry every situation.

Daily: Add one behavior from this supporting style to a meeting, message, or decision. Weekly: Identify one task where the supporting style would improve the outcome. Monthly: Compare whether people experience the blend you intend or only your lead style.

Plan for pressure shifts

Conscientiousness changes most between the overall and pressure graphs. Decide in advance what a useful pressure response looks like.

Daily: Pause before responding when pressure rises and name the result you want.

Weekly: Write down one pressure moment and what other people probably experienced from you.

Monthly: Choose one pressure habit to keep, one to reduce, and one to replace.

REVIEW GUIDE

Questions for the first review

Review question

What did you expect before reading the report, and what was different from the result?

Review question

Which graph feels most like how other people experience you: public, pressure, or overall?

Review question

Which strength shows up clearly in teams, and which growth area would most improve your next month?

- Review question
- Where does your primary style help you most, and where can it become too much?
- DETAILED SCORES
- DISC style summary
- Conscientiousness 68
- ACCOUNTABILITY
- Usual emphasis
- Follow-up step
- Overall style 68 • Public style 75 • Pressure style 60
- Make the plan easy to see
- Choose one trusted person to review the plan after two weeks and one real situation to use as evidence.
- Steadiness 49
- Moderate signal

Overall style 49 • Public style 45 • Pressure style 55

Dominance 43

Moderate signal

Overall style 43 • Public style 45 • Pressure style 40

Influence 39

Moderate signal

Overall style 39 • Public style 35 • Pressure style 45

HOW TO READ THIS

How to read this report

Accuracy and care are strongest in this result, supported by steadiness.

This report shows a fairly clear DISC pattern. Use it with real examples, feedback, and observed behavior.

Response pattern

The answers show enough difference to give a useful DISC result.

Report owner

Alex Tan • example@example.com

DISC REPORT SNAPSHOT

Primary DISC style

C - Conscientiousness

Secondary DISC style

S - Steadiness

Score breakdown

D -1.12 | I -1.76 | S -0.16 | C 2.88

Behavioral summary

Careful, structured, and focused on accuracy, standards, and sound reasoning. Secondary Steadiness adds steady, patient, and focused on support, continuity, and dependable follow-through.

Communication style

Provide facts, logic, criteria, and enough detail to support the decision.

Work preferences

Works best with clear standards, time to analyze, and quality expectations. Blend: C-S.

Motivators

Accuracy, competence, order, useful data, and doing work properly.

Stressors

Vague instructions, emotional pressure, preventable errors, and rushed quality.

Strengths

Analysis, planning, quality control, discipline, and attention to detail.

Blind spots

May over-check, sound reserved, or wait too long for perfect certainty.

Collaboration advice

Share the reason behind recommendations and separate must-have detail from nice-to-have detail.

Growth recommendations

Decide what is accurate enough, then communicate sooner and more simply.

HOW TO USE THIS REPORT RESPONSIBLY

DISC shows behavior preferences. It does not measure skill, intelligence, character, mental health, or job performance. Do not use it as the only basis for hiring, firing, promotion, pay, or school decisions.

Use it for coaching

Compare the report with real examples from work, study, sales, leadership, or team meetings.

Use it with evidence

Ask what the person has actually done before making a development decision.

Use it with care

Treat the result as a starting point for conversation, not as a fixed label.

MANAGER GUIDE

How to manage this person

Coach the seller with one real buyer example. Ask what the buyer needed, what was missed, and what the next sales conversation should change.

How to coach

Coach with one real example. Ask what worked, what did not work, and what behavior to test next.

How to communicate during stress

Slow the conversation. Name the next step. Check understanding before moving on.

30-DAY ACTION PLAN

Week 1: Notice the pattern

Write down two moments where the main style helped and one moment where it became too much.

Week 2: Practice one change

Choose one meeting, message, study session, sales call, or team discussion to adjust on purpose.

Week 3: Prepare for pressure

Before one high-pressure situation, decide what useful behavior looks like.

Week 4: Review with evidence

Ask one trusted person what changed. Keep one habit for the next month.

NEXT STEP

Use this report in one real conversation. Choose one small behavior to test this week.

Pick one habit

Choose one communication habit, work habit, or pressure habit from the report.

Try it once

Use it in one meeting, sales call, study session, or team discussion.

Review the result

Ask what improved, what felt difficult, and what to adjust next.

Use one question

Ask one clear question before you give advice, direction, or a recommendation.

Confirm the next action

Name who owns it, when it is due, and what good work looks like.

Keep the tone simple

Use short sentences. Check that the other person understood the message.

Watch pressure changes

Notice what becomes harder: speed, details, people, or stability.

Use a real example

Use one real example before making a big change to your approach.

Repeat what works

Keep the behavior if it improves trust, clarity, follow-up, or results.

Share the summary

Tell one trusted person which pattern you want to practice.

Check if it fits

Use the idea only if it helps the real situation in front of you.

Keep learning

Review the report again after one week of real use.