



RESULTS OF TEST TAKEN ON 2022-02-14

ROMAIN

**YOUR *FORCE4DISC* REPORT
SAYS A LOT ABOUT YOU.**

Let's take a look...



FOR STARTERS, LET'S BEGIN WITH AN OBSERVATION...

Each person is unique and sees the world in their own way.
Everyone communicates and behaves in a unique style.

As a result, we all make the same mistake: we talk to others as we would like them to talk to us. Yet **one of the golden rules of communication is to adapt to the person you're talking to. But to do so, you need to know them well!**

In a long-term relationship, this is relatively straightforward because you've got to know each other and spent time together. In the short term, it's not so easy.

...TO HELP US UNDERSTAND WHERE *FORCE4DISC* COMES FROM

This is the pedagogical representation of Carl Gustav Jung and William Moulton Marston's work on **the analysis of individual behavior**.

In Marston's view, the behavioral expression of emotions can be classified into four primary components, which derive from a person's self-perception in relation to their environment.

These four components correspond to the four profiles represented on the disc:

DOMINANT, **INFLUENTIAL**, **STEADY** and **CONSCIENTIOUS**.



REMEMBER

THE 4 BEHAVIORAL STYLES

Force4DISC is not an IQ test. It does not measure a person's intelligence, aptitudes, mental health or deep-rooted values. **It describes behaviors and motivational styles** in a wide range of situations; for example, in response to stress, challenges, conflicts, procedures etc.

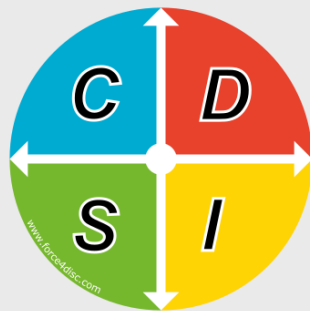
It allows you to identify your own behavior and that of others in terms of **four profiles**, each associated with a color:

THE CONSCIENTIOUS

They like to think before they act. They have a strong desire to learn, explore and, above all, understand their surroundings. They seek perfection and accuracy. Their relationship with others is somewhat cold, cautious and sometimes even indifferent. They need security and confidence to feel fulfilled.

THE DOMINANT

Brimming with energy, they are always focused on action and movement. Naturally ambitious and tenacious, they enjoy challenges. They always focus on the goals ahead. They're straightforward and quick to make decisions. Their relationship with others is direct, authoritarian and sometimes even aggressive.



THE STEADY

They are reliable, loyal and stubborn. They like a job well done, in a calm and harmonious atmosphere. Always good listeners, they enjoy helping those close to them, defending different causes and easing tensions. Their relationship with others is warm, discreet and sometimes even shy. Their fundamental need is to be accepted by others.

THE INFLUENTIAL

They have a friendly, cheerful, sunny disposition and a genuine interest in fashion and trends. They like to maintain good relations with others, and constantly seek out company. They're good at collaborating, persuading people and delegating. Their relationship with others is natural and democratic.

AND THE 6 MOTIVATIONS THAT GUIDE OUR ACTIONS

The Force4DISC test also reveals which **personal motivations** influence our decision-making:



The desire for
FULFILLMENT



The search for
HARMONY



The quest for
TRUTH



The need for
MORALITY



The concern for
ALTRUISM



The appeal of
EFFICIENCY

You're now going to discover your behavioral style.

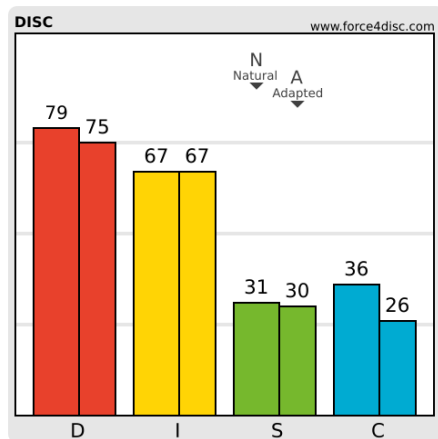
It's important to understand that there is no right or wrong profile.

Each style has its own strengths and limitations.
Understanding yourself better will help you
communicate better and improve all your relationships.

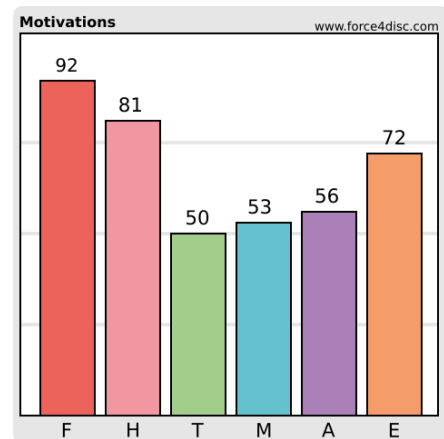
Would you like to debrief together? Need further training?

Just [click here](#)

YOUR PROFILE AT A GLANCE



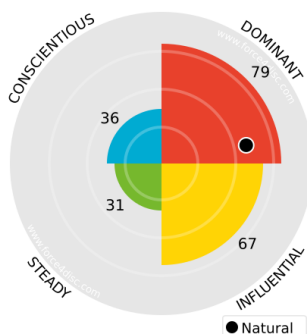
Based on your test answers, this is your profile.



And the first **motivations** which influence your decisions are **FULFILLMENT** and **HARMONY**

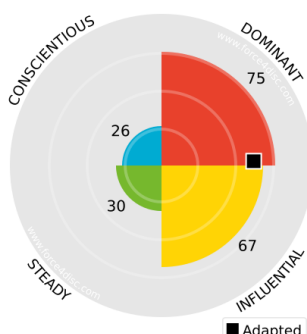
The Force4DISC test also distinguishes two behaviors that correspond in short to how you are and how you appear:

- the **natural behavior** we unconsciously adopt in our inner circle
- the **adapted behavior** we demonstrate in our professional circle



Your natural behavior

This is the behavior you've developed as you've grown up, due to your upbringing, your environment and your experiences. It's your "private self", which characterizes you and is unlikely to change over the course of your life. It corresponds to how you behave with those closest to you. And of course, when you're under pressure, your true nature can also come to the fore!

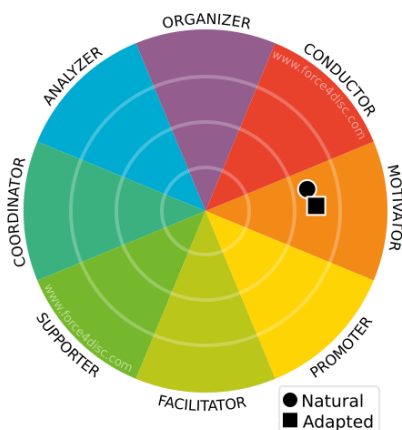


Your adapted behavior

This means how you behave in a particular situation which requires you to respect given social codes, be they conscious or subconscious. This "public self" is expressed, for example, at work in front of your superiors or customers, or in everyday life with shopkeepers or people you don't know well.

Your two superimposed styles highlight the **similarities and differences between your Natural and Adapted behaviors**.

The aim is not to pass judgment, but simply to give you a finer perception of your personality.

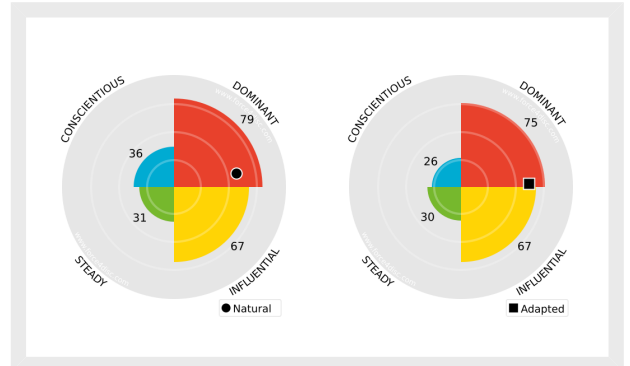


The superimposition of your behaviors reveals your ability to be **MOTIVATOR** in your relationships with others.

The Force4 assessment reveals the character traits, strengths and potential weaknesses which define you.

- It examines the four DISC components through the lens of your two behavioral styles.
- It reveals your inner nature and highlights how you react in a positive context and when under stress, and to what degree.
- Last but not least, it offers advice to those around you to help them understand your preferences and interact with you better.

LET'S TAKE A CLOSER LOOK AT YOUR PROFILE



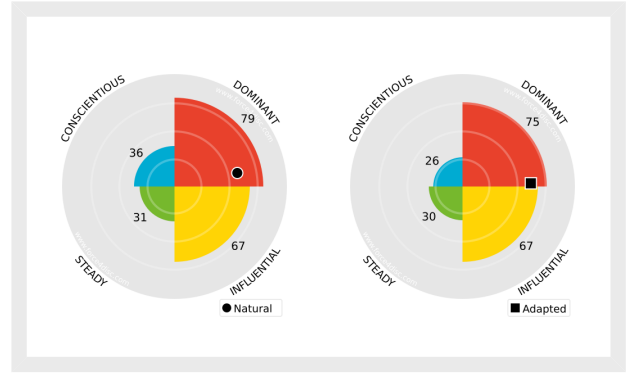
WHAT DEFINES ME

- I act like a winner; I get my own way and say what I think
- I take risks when others hesitate
- I take initiatives
- I anticipate, arbitrate and manage conflicts
- I show great perseverance and determination
- I work well with changes and adapt easily
- I'm enthusiastic with a great sense of humor
- I need pleasure and fun in my daily life

These are the main character traits and behavioral tendencies that stand out in your Force4DISC profile. Do you recognize yourself?



List your 3 main strengths:



WHAT OTHERS THINK OF ME



...WHEN YOU FEEL GOOD

In a favorable atmosphere or an ideal context where you feel safe, people perceive you as:

- Assertive
- Dynamic
- Enthusiastic
- Ambitious
- Driving force



...UNDER STRESS

In a difficult situation, those close to you will perceive you as:

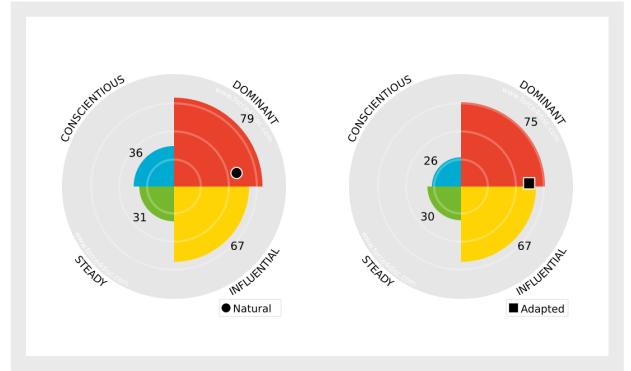
- Stressful
- Aggressive
- Provocative
- Grouchy
- No holds barred

The way we behave in stressful situations can be misinterpreted by others. Being aware of this enables us to adopt the best strategy for coping with tension and responding effectively.



List your 3 main behaviors:

List your
3 most typical
personality traits:



MY DIFFICULTIES

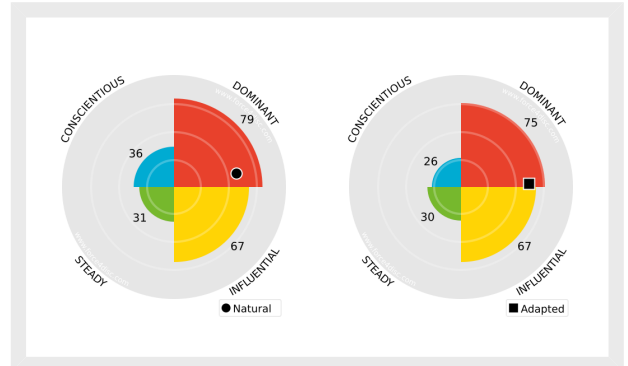
- I override the rules that apply to me and to others
- I have my own logic and impose it on others
- I don't always apply myself
- I am not demonstrative, either in my explanations or in my feelings
- I don't follow the rules, or I only follow those I set myself

Being aware of your own limits means you can sidestep difficulties and look to people with complementary qualities for support. These character traits are the points to bear in mind to maintain productivity.



List your 3 main weak points:

IN TERMS OF COMMUNICATION



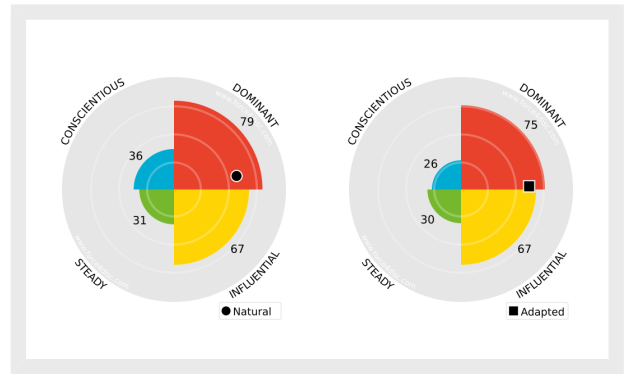
MY COMMUNICATION STYLE

- I energize others and am energized by them in turn
- I tend to talk fast and loud
- I can seem aggressive due to my straight-talk and my sometimes "blunt" side
- I don't talk about my feelings and I don't want to know how others feel
- I prefer quick mails to long speeches
- I speak quickly and talk with my hands
- I'm a bad listener
- I often cut people off

Identifying our verbal and non-verbal communication preferences enables us to interact more effectively with others. By gaining a better understanding of yourself, you'll be able to communicate more easily with others.



List your 3 traits that characterize you the most:



SOME TIPS FOR COMMUNICATING WITH ME

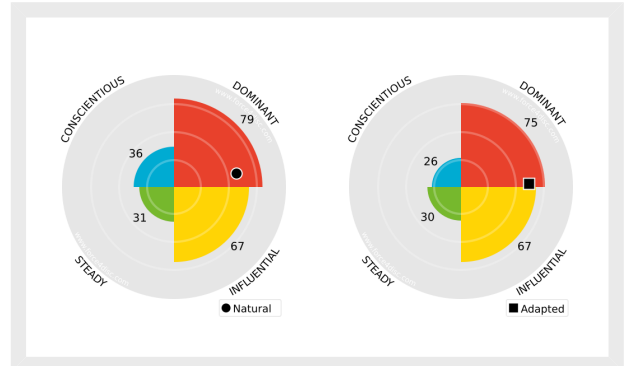
- Knowing how to stop me and tell me to "cut it out"
- Avoiding personal subjects if we're not close
- Getting to the point rather than beating around the bush
- Being enthusiastic during our discussions
- Not being cold, distant or dry with me
- Using exaggerations, metaphors and superlatives: I love that!
- Supporting my dreams and ideas
- Not being authoritative or too directive

These few suggestions will help the people with whom you interact to understand your preferences better and thus communicate with you in the best possible way.



List your top 2 recommendations
and don't hesitate to share them with others:

AND IN THE WORKPLACE?



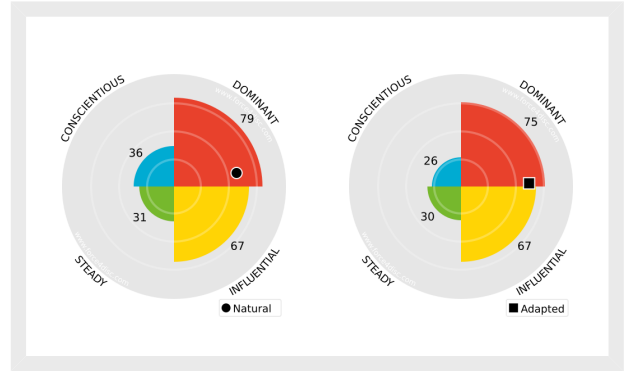
WHAT MOTIVATES ME AS A MANAGER ...AND WHAT HAPPENS WHEN I MANAGE SOMEONE

- I easily seize on a new subject at the risk of not having read it in detail
- I appreciate compliments and public recognition
- I often go it alone or knowingly use others to achieve my goal
- I'm fearless and I take risks
- I like to be entertained
- I involve others in my discussions
- I don't want to be liked by others, but to be the best
- I have a talent for entrepreneurship

Everyone has different preferences and managerial approaches. Recognizing your talents and motivations will help you to lead a team, develop your coworkers' skills and meet objectives effectively.



List your 3 main motivations:



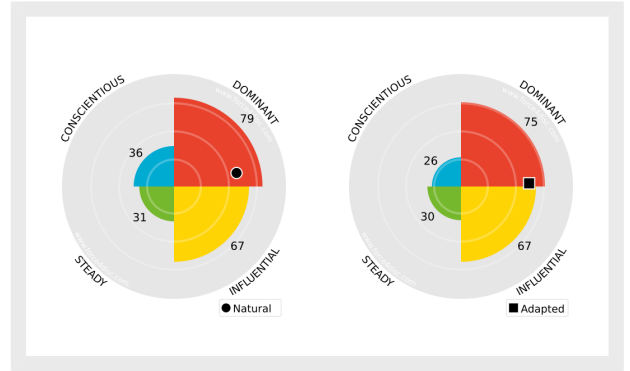
MY PROFESSIONAL EXPECTATIONS

- Rising to new challenges and getting opportunities to perform
- Being recognized for my commitment and cheerfulness
- Being in action and having a dynamic atmosphere around me
- Having an exciting and, if possible, fun and relaxed job
- Working in a relaxed environment where I can be mobile and dynamic

In the world of work, what satisfies you is not necessarily what satisfies someone else. Identifying your expectations and sharing them with your coworkers will facilitate your professional relationships.



List your 3 main expectations:



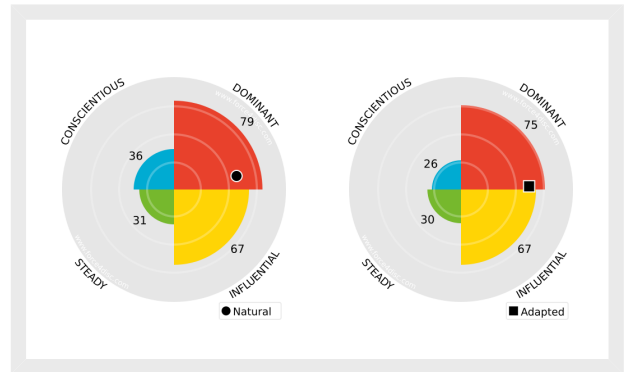
THE BEST WAYS OF HANDLING ME

- Giving me succinct requests and precise guidelines: just deadlines and objectives
- Being efficient and quick with requests
- Showing patience, consistency and a sense of humor
- Giving me high-stakes assignments if I can handle them
- Setting me challenges to motivate me
- Enabling me to make decisions
- Asking me for new ideas and solutions
- Avoiding confrontation

These recommendations for understanding your preferences are designed to help you interact more effectively. Share them with anyone who wants to work with you!



List the two tips that are most important to you
and don't hesitate to share them with others:



THE THINGS TO AVOID WHEN HANDLING ME

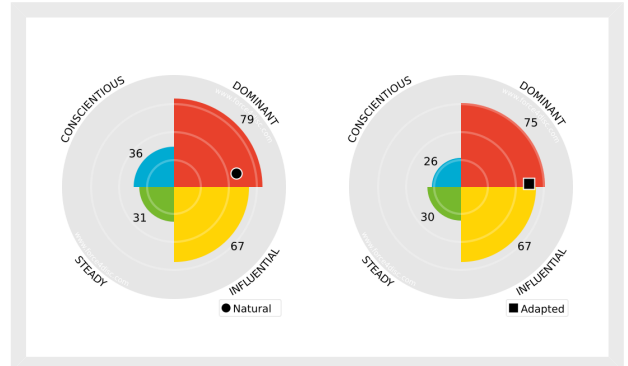
- Making long-winded requests, wasting my time
- Micro-managing people
- Talking about feelings at work
- Putting a spanner in the works
- Only mentioning points of concern
- Not giving deadlines
- Ordering me about, even when the orders are from my superior
- Being systematically negative or always against me

These are all tricky situations that compromise your productivity and efficiency, aren't they? So it's a good idea to make sure those around you are aware of this, in order to avoid creating conflicts.



Identify the main actions
that prevent you from doing your best:

AN INITIAL OVERVIEW OF YOUR PROFILE...



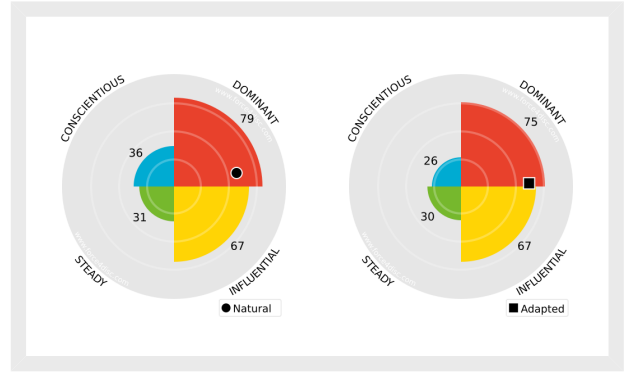
WHAT I NEED

- Being part of an enthusiastic team, where I can shine
- Working in a climate of trust, which leaves plenty of room for enjoyment
- Working fast and taking decisions
- Being managed by a boss who is inspiring and open to dialogue
- Managing my schedule any way I want to

The better we satisfy our needs on a daily basis, the more effectively we act. So it's important to be attentive to them, nurture them and satisfy them for greater efficiency and fulfillment.



List the three main reasons
for your choices and decisions:



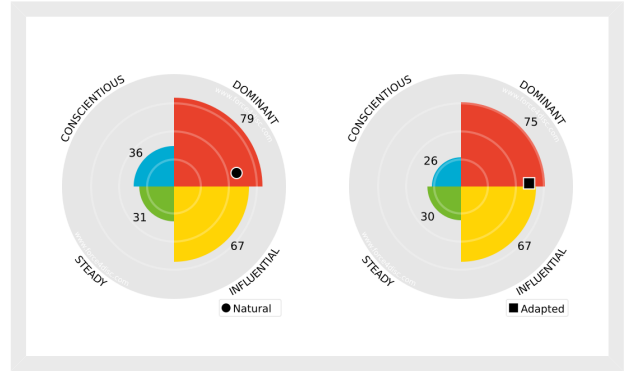
MY AREAS FOR IMPROVEMENT

- Learning to work in a team without being the leader
- Doing things for myself, without systematically seeking recognition from others
- Managing my time and improving my personal organization both for my own good and for that of those who work with me
- Stopping wanting to be consulted on every decision
- Stopping trying to take over and misusing my natural authority

We all have to face up to our weaknesses or limitations at some point. By discovering potential areas for improvement, you can modify your behavior more easily and achieve greater professional success.



Identify your 2 main areas for improvement:



MY KEY SUCCESS DRIVERS

- Feeling recognized as an essential factor in the team's good mood
- Surpassing myself and taking on difficult tasks
- Taking on ambitious and rewarding projects
- Being judged on my results
- Being free to act and express myself as I wish

Nobody does anything by chance. We all have different motivating factors and interests. These are the values that motivate you to succeed in whatever you do.



List the two driving forces
that help you do your best:



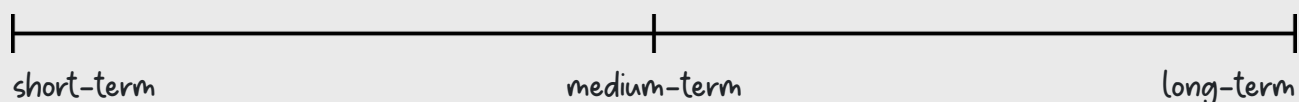
What if you had to evaluate your professional skills?

After reading your profile, we suggest evaluating yourself according to 6 key criteria. It's a simple exercise, which requires you to situate yourself along the following axes:

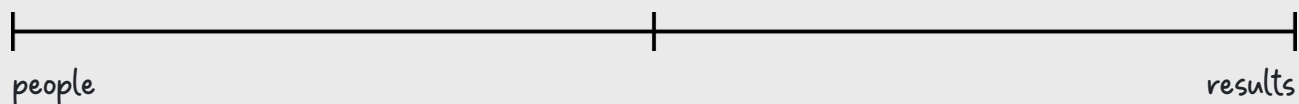
MY ORGANIZATIONAL STYLE



MY ABILITY TO PLAN AHEAD:



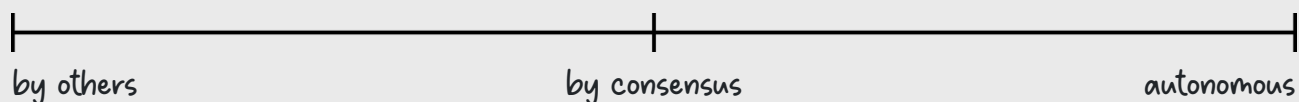
MY MAIN FOCUS:



MY WORK PACE:



MY DECISION MAKING:



MY ABILITY TO DELEGATE:





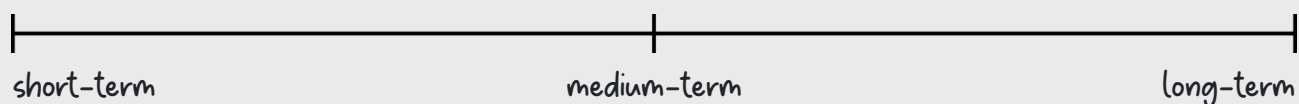
Now evaluate these criteria in relation to the needs of your professional role.

The aim is to visualize how your personal assessment corresponds to the expectations of your position.

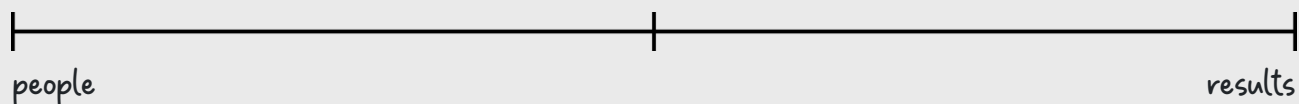
ORGANIZATIONAL STYLE EXPECTED IN YOUR ROLE



PLANNING REQUIREMENTS:



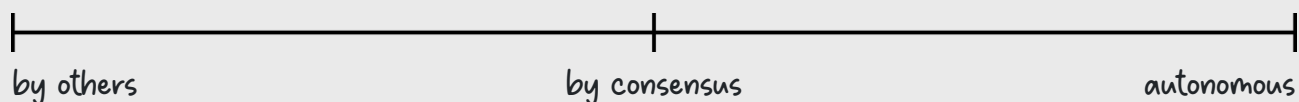
PREFERRED FOCUS:



RESULTS:



DECISION MAKING:



METHOD OF DELEGATION:



LET'S TAKE A LOOK AT THE DIFFERENCES BETWEEN YOUR NATURAL AND ADAPTED BEHAVIORS

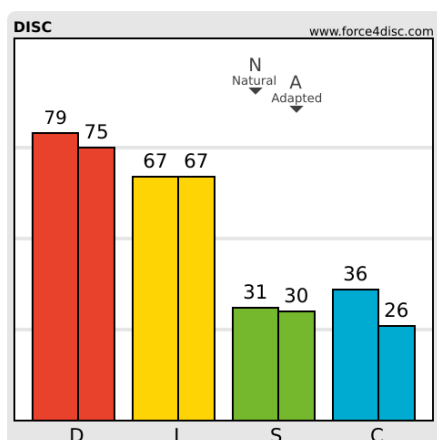
As we've seen, we all behave in 2 different ways, depending on the context and the people around us. It's interesting to analyze the gaps between our Natural Behavior and our Adapted Behavior. They help us to understand the type of energy we expend or rein in according to the person we're talking to, and to what degree.

IF THEY ARE SIMILAR: you retain your Natural behavior overall, whatever the context.

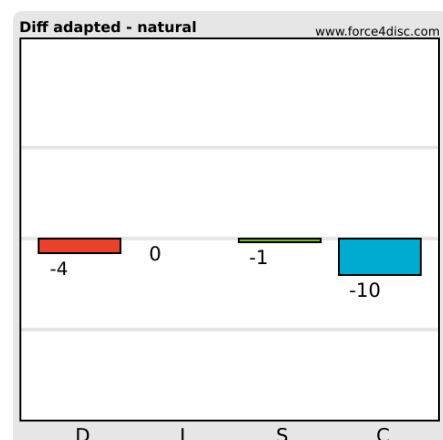
IF THEY ARE DIFFERENT: you tend to adapt to a context that stresses you out or puts you on show. This means that you force yourself to act natural, which can leave you struggling.

Your aim should not necessarily be to modify or reconcile these 2 behaviors, but to fully understand them so that you can use them as a strength in any situation, or work on them if they undermine you.

WHAT YOUR RESULTS REVEAL:



The 4 numbers below the graph correspond to the proportion of each of the 4 D.I.S.C. styles in your profile. The higher the number, the more prominent this style is in your behavior.



The gap graph shows which behavioral style you change the most, when switching between your personal and professional relationships.

IN ACTION AND DECISION-MAKING

Your behavioral style decreases by -4, which means:

- I still stay the same
- I deal with problems and conflicts in my usual way
- I am consistent in my actions and my determination
- I don't really change my behavior in either my personal or professional life

IN INTERPERSONAL AND PERSUASIVE SKILLS

Your behavioral style decreases by 0, which means:

- I still stay the same
- I communicate in the same way as usual
- I show the same enthusiasm and dynamism every day
- I don't really change my behavior in either my personal or professional life

IN TERMS OF PACE AND ADAPTATION

Your behavioral style decreases by -1, which means:

- I still stay the same
- I listen to other people when necessary
- I am consistent in my approach to others and in my own pace
- I don't really change my behavior in either my personal or professional life

IN TERMS OF ORGANIZATION AND FOLLOWING RULES

Your behavioral style decreases by -10, which means:

- I still stay the same
- I am consistent in managing rules and procedures
- I don't change the way I interact with my environment
- I don't really change my behavior in either my personal or professional life

THE WORDS WHICH DEFINE ME THE BEST

“

Your motto

« Success is a state of mind »

Words that mean something to me

Rapidity

Success

Trophies

Power

Joy

Decisiveness

Recognition

Action

”



LET'S TALK ABOUT YOUR MOTIVATIONS

Why do we behave the way we do?

What really drives us to act?

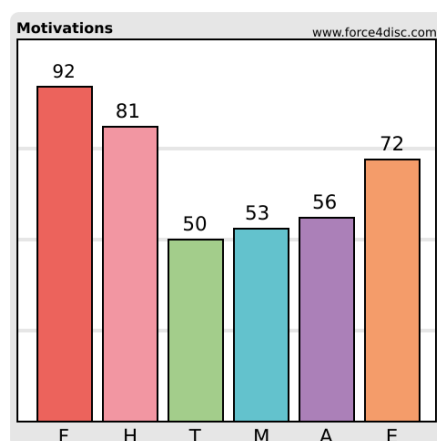
Each of us has our own motivating factors, which influence our decision-making process. Whether it's our interests, our attitudes or our emotions, all of these factors also shape our personality.

At the same time, **taking into account your own motivations and those of your contacts** helps you to put together and manage a team: to guide each person in their work better, develop their well-being and fulfillment within the company, and improve their performance.

The Force4DISC assessment highlights the degree of importance you attach to each of the following 6 attitudes and how they influence your choices:

**FULFILLMENT, HARMONY, TRUTH, MORALITY, ALTRUISM
AND EFFICIENCY.**

WHAT STANDS OUT FOR YOU?



The two primary motivations that influence your decisions are

FULFILLMENT and **HARMONY**

High *** motivation is a strong driving force in your life: it guides your choices and stimulates you on a daily basis. **Medium **** motivation is more flexible, present in different contexts, but not decisive. **Low *** motivation doesn't come naturally to you; it can even generate indifference or resistance if it's overstretched. No level is good or bad: **the most important thing is to know what really motivates you, so that you can better develop yourself... and better understand others.**



YOUR MOTIVATION N°1 :

The desire for **FULFILLMENT** ★ ★ ★

I'm driven by a desire to surpass myself and achieve my personal goals, without seeking the approval of others. Ambition, influence and responsibility appeal to me. I need a stimulating environment where I can realize my potential, innovate and see concrete results from my investment. I seek to assert myself and progress, meeting challenges with tenacity and independence.

- ☐ I feel alive when I set my sights high.
- ☐ I need to feel I'm moving forward, making progress.
- ☐ My personal ambition is a daily driving force.
- ☐ I'd rather be challenged than comforted.



Imagine winning a prize for your work.
What kind of prize would it be?

Explore your deepest ambitions, clarify what drives you to succeed.



Write down your main goal today.



Then ask yourself:

- What exactly is being celebrated through this award?
- Is it really yours, or the one expected of you?
- What personal value lies behind this quest?
- What does "succeeding" mean to you, deep down?



YOUR MOTIVATION N°2 :

The search for **HARMONY** ★ ★ ★

I'm looking for balance, well-being and aesthetics. I look for environments where emotions, relationships and atmosphere count as much as results. I'm sensitive to beauty, creativity and serene atmospheres. I need a fluid, inspiring, peaceful environment that respects my sensitive values and inner rhythm.

- ☐ I am disturbed by tension or disorder.
- ☐ I need to feel good in my environment.
- ☐ I seek to create connection, beauty, calm.
- ☐ Aesthetics, softness or nature are essential to me.



When you imagine your ideal environment,
what elements absolutely must be included?

This question appeals to your sense of aesthetics, your feelings and your quest for balance.



YOUR MOTIVATION N°3 :

The appeal of **EFFICIENCY** ★ ★ ★

I'm motivated by practicality, results and profitability. I look for useful, optimized, high-performance solutions. I like to get straight to the point, making the most of my time and energy. Return on investment, whether financial or practical, is at the heart of my decisions. I am driven by a strong sense of commitment and performance.

- ☐ I want every action to serve a purpose.
- ☐ I hate wasting time.
- ☐ I like to do more with less.
- ☐ I'm driven by efficiency and visible results.



What tool or method could you never give up? Why?

This question highlights the link between your need for pragmatism and your desire for performance.



YOUR MOTIVATION N°4 :

The concern for **ALTRUISM** ★ ★ ☆

I like to help others, but I know how to set limits when necessary. I can be generous without forgetting myself. I seek a balance between benevolence and efficiency. I am sensitive to injustice, without feeling obliged to act every time. I give willingly, especially if I feel it has a real impact.

- ☐ I help if I can, but I know how to set limits.
- ☐ I'm sensitive to people and know how to be of service, without sacrificing myself.
- ☐ I'm neither distant and loving, nor totally fusional.
- ☐ I find energy in exchanges, but also in solitude.



When did you feel particularly useful to others? What emotions do you remember from that moment?

The goal here is to anchor motivation in an embodied memory that carries meaning and emotion.



YOUR MOTIVATION N°5 :

The need for **MORALITY** ★★☆☆

I have values, but I'm also flexible. I act according to what seems right to me, without trying to impose my vision. I can adapt to rules, as long as they don't go against my ethics. I look for a clear framework, but I don't reject change if it's well explained. I'm capable of questioning myself without denying my convictions.

- ☐ I need meaning, but I'm not rigid.
- ☐ I can revise my positions depending on the context.
- ☐ I'd rather do what feels right than aim for moral perfection.
- ☐ I adapt without denying who I am.



What personal rule would you never break, even under pressure?

This question reveals your core values, the ones that guide your decisions, even in times of stress or doubt.



YOUR MOTIVATION N°6 :
The quest for **TRUTH** ★ ★ ☆

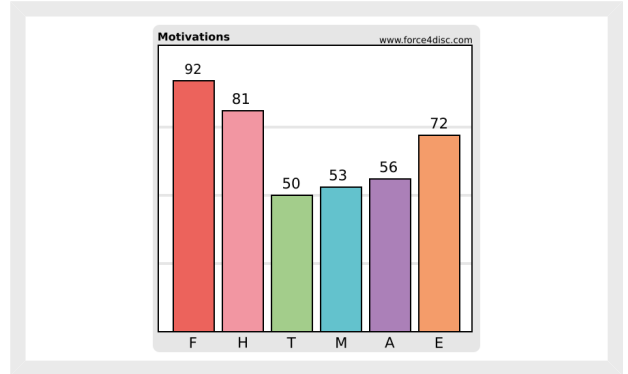
I like to understand and learn, but I don't always feel the need to dig into every subject to the point of expertise. I need logical and reliable points of reference, while accepting that there may be a degree of vagueness. I can alternate between a rational and an intuitive approach, depending on the situation. I value facts, but remain open to other ways of thinking as long as they are coherent.

- ☐ I need a few points of reference before taking the plunge.
- ☐ I like to understand, without intellectualizing everything.
- ☐ I alternate reflection and action depending on the case.
- ☐ I'm curious, but not always very rigorous.



If you had a whole day to explore a topic, with no restrictions, what would you choose?

This exercise reveals your deep intellectual drivers: what really excites you, what you enjoy understanding, structuring, questioning, or exploring in depth.



PITFALLS TO AVOID

- Putting too much pressure on yourself and exhausting yourself by trying to control everything.
- Isolating yourself in individual success to the detriment of the collective.
- Devaluing slower or more cautious people.
- Confusing achievement with hyperactivity.

ALIGNMENT COUNCIL

Your need to succeed is noble, but be careful not to isolate yourself in a permanent quest for performance. Learn to savor the milestones, to celebrate progress, however small. Sometimes, self-actualization means learning to be, not just to do.

MANTRA

I measure my success by the concrete impact of my actions, not by the expectations of others.

MY PERSONAL DEVELOPMENT PLAN

We've just taken stock of the behaviors and motivations that characterize you, both in your personal and professional relationships.

This assessment is significant in getting to know you better.

It should also be seen as a starting point for developing your strengths and achieving future goals.

**After reading your Force4DISC review,
it's a good idea to take some time to think it over.**

Now's the time to ask yourself a few useful questions about how you perceive your profile and the things you are now aware of.



What have I learned about myself?
Does it surprise me?



Which points in my assessment do I contest?



Why do I disagree with these aspects of my personality?
And how do they differ from what I think?



When I read my Force4 DISC review, it made me aware of:

my talents:

the things I need to be careful of:

the way I make decisions:

the way I express myself:

my approach to problems:

my way of following the rules:

my main source of motivation:



Do I use my skills in my professional life? YES: in what way // NO: why? What should I do?

Now, I can set myself goals

(Specific, Measurable, Attainable, Realistic, Temporally defined)



MY COMMUNICATION STYLE

MY GOAL

PRESENT AND POSITIVE

I want...

MY SUCCESS CRITERIA

MEASURABLE, QUANTIFIABLE, VISIBLE

I will see a change when...

MY RESOURCES

INTERNAL AND EXTERNAL
(strengths, support systems, training, resources...)

I can rely on...

MY BENEFITS

AND EVERYTHING I STAND TO GAIN

I hope this change will bring me...

MY DEADLINE

SATISFACTORY AND REALISTIC

I aim to reach my goal in (month/year)

MY HINDRANCES AND OBSTACLES,

WHAT I HAVE TO LOSE, WHAT I HAVE TO OVERCOME

For me, I identify...

For those around me, I identify...



MY MANAGEMENT STYLE

MY GOAL

PRESENT AND POSITIVE

I want...

MY SUCCESS CRITERIA

MEASURABLE, QUANTIFIABLE, VISIBLE

I will see a change when...

MY RESOURCES

INTERNAL AND EXTERNAL

(strengths, support systems, training, resources...)

I can rely on...

MY BENEFITS

AND EVERYTHING I STAND TO GAIN

I hope this change will bring me...

MY DEADLINE

SATISFACTORY AND REALISTIC

I aim to reach my goal in (month/year)

MY HINDRANCES AND OBSTACLES,

WHAT I HAVE TO LOSE, WHAT I HAVE
TO OVERCOME

For me, I identify...

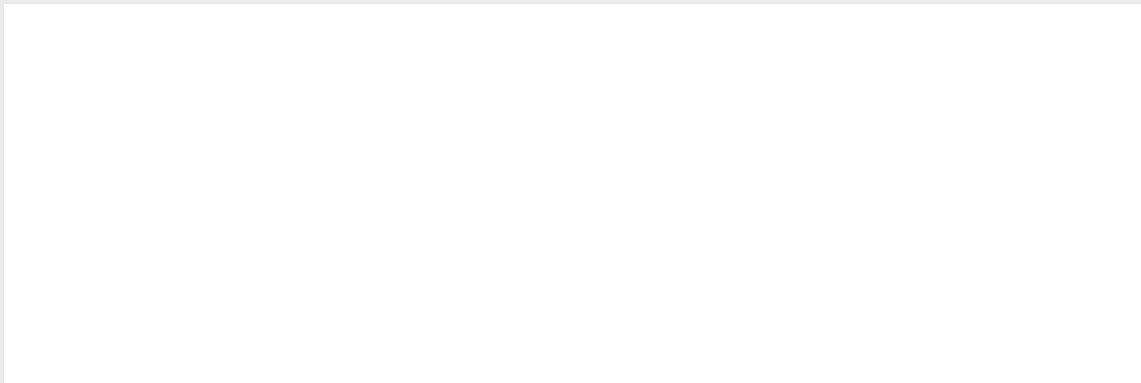
For those around me, I identify...

AND THERE IT IS!

ROMAIN

We've taken a look at the main character traits that define you, and turned your personality into your strength. The aim is to give you a better understanding of yourself and others, so that you can develop empathy and create synergies in your exchanges. Mission accomplished?

Once again, identifying your talents, strengths and points to work on is a major step towards developing your potential. From now on, **it's up to you to call on "the right color at the right time", depending on the situation and the profile of your contacts, to get your voice heard and optimize your communication!**



FORCE  DISC

