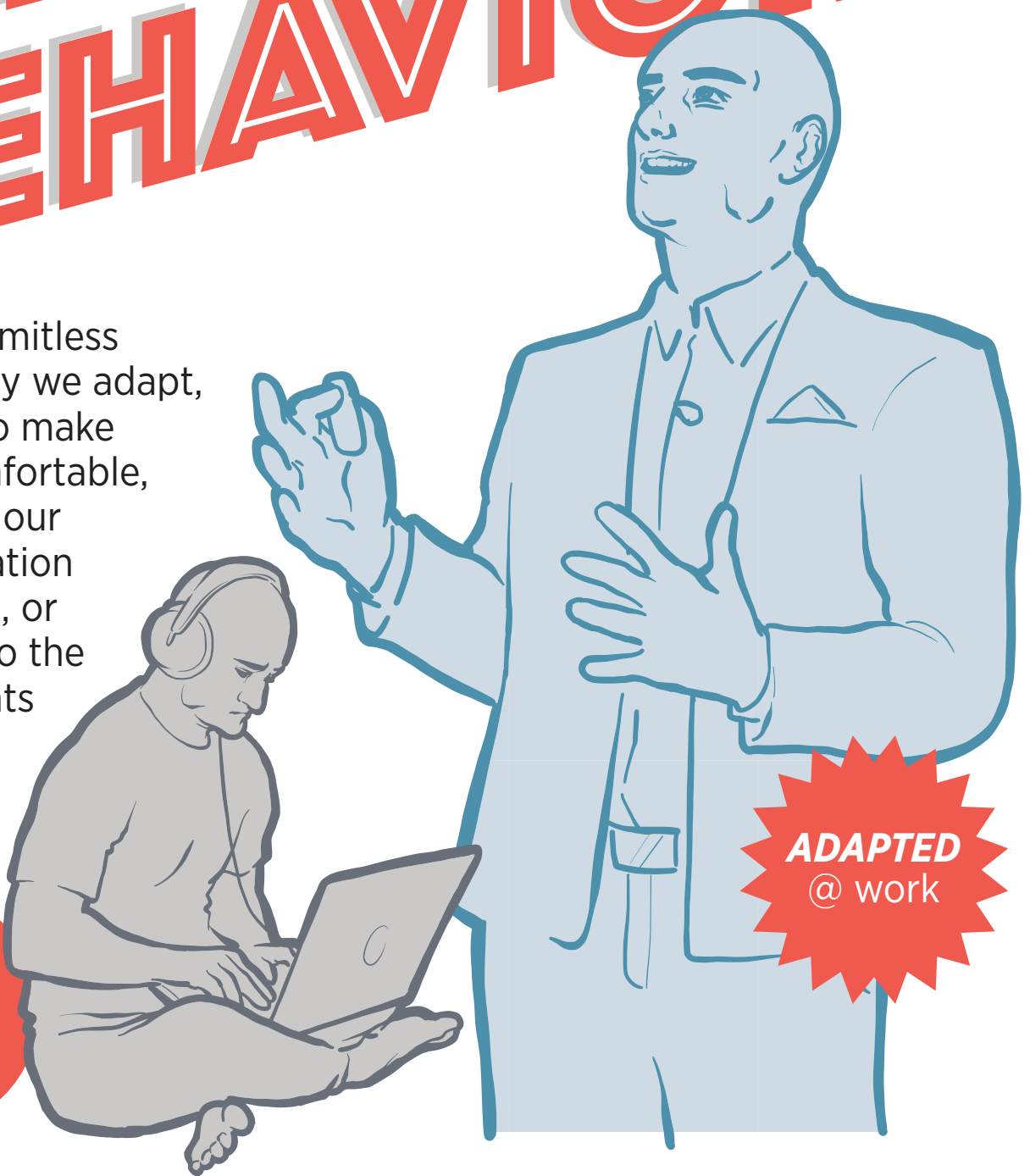


Influence and impress others with a thorough understanding of

ADAPTED BEHAVIORS

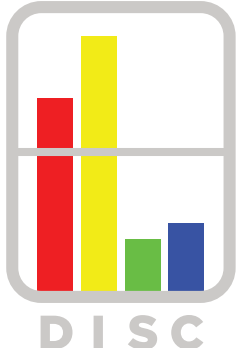
There are limitless reasons why we adapt, including to make us feel comfortable, to improve our communication with others, or to adhere to the requirements of a job.



NATURAL
@ home

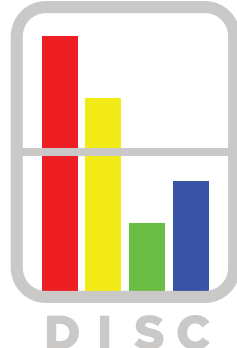
ADAPTED
@ work

Graph II NATURAL Style



- What you really are (when relaxed, at home)
- Least changeable
- What you are like under pressure

Graph I ADAPTED Style



- Response to your environment (usually work)
- Most changeable
- Survive or succeed mode

Pay attention to the shift of the DISC factors from the Natural to the Adapted graph. In the example above, the D adapts up as the I adapts down. The S and C factors don't adapt as dramatically from Natural to Adapted.

WHAT DOES THIS MEAN?

Everyone adapts behaviors to different situations every day, and behavioral adaptation takes energy. Adapting behaviors can lead to improved interpersonal relationships within an organization.



Excessive adaptation to natural behaviors may cause stress and fatigue.



GOOD QUESTIONS FOR HEALTHY DIALOGUE

Why are you adapting your behavior for different situations?

Do you have added responsibility? Has your role changed?

What are the outcomes of adapting your behavior?

How can you return to your natural style after adapting?

How might adapting your behavior help conflict at work?

How do you feel at the end of your day?

What kind of activities re-energize you?

