



# Behavioral Adaptability Strategy Planner

Readers of *We Hug in the Hallways Here* have learned that this form is useful in keeping track of style observations of people in their world.

## The Other Person:

Name of person with whom I want to relate most effectively:

This person's known or identified DISC style:

This person's most usual and prominent behavioral characteristics:

What is my objective in this meeting? (To change? To influence? To make up?)

How might this person likely respond to me?

## My Style and Behavior:

My DISC style:

My most usual and prominent behavioral characteristics:

What emotional content, if any, am I taking into this situation?

## Adaptation Strategy:

Stylewise, how am I like this person?

Stylewise, how am I different from this person?

Given our similarities and differences, what three behaviors should I stop, start, or continue that will likely produce an effective relationship or meeting?

1.

2.

3.

When will I apply this strategy?

How did I do?