

IN DEFENSE OF ADVERSITY---READER CALL TO ACTION WORKBOOK

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CHAPTER 1: AD ASTERA ASPARA...THROUGH HARDSHIP TO THE STARS

1. List 3-5 Key Takeaways/Learnings from Chapter 1.
2. How do you currently view adversity? In a negative light, a positive light, and why? Can you connect the dots to how an adverse situation actually ended up benefitting you?
3. List 5-7, or more of your favorite quotes about overcoming adversity.
4. Who are some of your personal inspirations or heroes who've overcome hardships to become successful? What is their story, and why does it inspire you? What did you learn from them that can assist you?

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IN DEFENSE OF ADVERSITY BEHAVIOR STYLE PROFILE TOOL

PERSONS NAME:

DESCRIPTORS:

(4-6 Words to describe this person)

INDICATOR #1:

(Fast-Paced/Outgoing **OR**
Cautious/Reflective)

INDICATOR #2:

(Task **OR** People Oriented)

INDICATOR #3:

(Direct **OR** Indirect)

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PERSONS NAME:

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INDICATOR #3:

(Direct **OR** Indirect)

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CHAPTER 6: THE HIGH I, INFLUENCER STYLE

1. List 3-5 Key Takeaways/Learnings from Chapter 6.
2. Do you think you're a High I (or if you took the survey, are you?)?
3. List some people in your world who may be High I's.
 - What makes you say that this is their style?
 - How do you tend to get along with them?
 - What potential issues might you have with them (if any)?
 - When was the last time that things did not go well with them, and why do you think it happened?

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CHAPTER 7: THE HIGH S, STEADINESS STYLE

1. List 3-5 Key Takeaways/Learnings that from Chapter 7.
2. Do you think you're a High S (or if you took the survey, are you?)?
3. List some people in your world who may be High S's.
 - What makes you say that this is their style?
 - How do you tend to get along with them?
 - What potential issues might you have with them (if any)?
 - When was the last time that things did not go well with them, and why do you think it happened?

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CHAPTER 9: EMOTIONAL TRIGGERS & RESPONSES

1. List 3-5 Key Takeaways/Learnings from Chapter 9.

- Based on your DISC Behavioral Style, and your own personal experience, list situations that Trigger an Emotional Response from you (in other words what things, events, people may set of a Limbic System Response of Freeze/Fight/Flight?)?
- When the Emotional Trigger occurs, how does it manifest (i.e., Freeze/Fight/Flight and/or some blend of the three)?
- What can you do to better deal with the Emotional Triggers when they occur?
- What can you do to better ensure a rational, reasoned response versus an emotional response?

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CHAPTER 10: SUCCESSFULLY INTERACTING WITH OTHERS

1. List 3-5 Key Takeaways/Learnings from Chapter 10.
2. Based on the exercise at the end of Chapter 4 and the cues for reading styles you learned in this chapter, what do you think is the DISC Style of this person?
(review what you captured in Chapter 4, and compare with what you know about the 4-DISC Styles to profile this person).
 - What is their Primary DISC Style?
 - What is their Secondary DISC Style (if they have one)?
3. What is your DISC Style, and what are the differences between you both (are there similarities or differences?)?
4. List 3-5 things you can do to improve communication with them.
 - What are 3-5 potential “look-outs” between your style and theirs (things that may cause conflict/adversity)?
 - Profile others who you can improve relationships with, and build the same action plan.

*** Use the two graphics on the following page to help you with this exercise**

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Reading the 4-DISC Styles: Descriptors & Indicators				
DISC Style	D = DOMINANCE	I = INFLUENCE	S = STEADINESS	C - COMPLIANCE
High Descriptors	Ambitious Forceful Direct Decisive Independent Challenging	Expressive Enthusiastic Friendly Demonstrative Talkative Stimulating	Methodical Systematic Reliable Steady Relaxed Modest	Analytical Contemplative Conservative Exacting Careful Deliberative
Indicator #1	Fast-Paced/Outgoing	Fast-Paced/Outgoing	Cautious/Reflective	Cautious/Reflective
Indicator #2	Task-Oriented	People-Oriented	People-Oriented	Task-Oriented
Indicator #3	Direct	Indirect	Indirect	Direct

*** Match the information you captured w/High Descriptors & Indicators from above**

	IN DEFENSE OF ADVERSITY BEHAVIOR STYLE PROFILE TOOL
PERSONS NAME:	<input style="width: 100%;" type="text"/>
DESCRIPTORS: (4-6 Words to describe this person)	<div style="border: 1px solid black; height: 60px; width: 100%;"></div>
INDICATOR #1: (Fast-Paced/Outgoing OR Cautious/Reflective)	<input style="width: 100%;" type="text"/>
INDICATOR #2: (Task OR People Oriented)	<input style="width: 100%;" type="text"/>
INDICATOR #3: (Direct OR Indirect)	<input style="width: 100%;" type="text"/>
Primary Behavior Style:	<input style="width: 100%;" type="text"/>
Secondary Behavior Style: (if applicable)	<input style="width: 100%;" type="text"/>
Communication Tips: (list some tips in your communication approach with this person)	<div style="border: 1px solid black; padding: 5px;"> 1) 2) 3) 4) 5) </div>
Communication - Look-Outs: (list potential "look-outs" between your style, and this person)	<div style="border: 1px solid black; padding: 5px;"> 1) 2) 3) 4) 5) </div>

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Chapter 11: DEVELOP AND ACCESS A RESOURCE OF OPTIONS

1. List 3-5 Takeaways/Learnings from Chapter 11.

2. Revisit an adverse situation you've faced and use the Situational Debrief Process from this chapter:
(focus on a situation you either failed, struggled and/or didn't' turn out as expected).
 - Capture the Situation

 - Review Outcomes

 - Define Key Learnings

 - Identify Recommended Changes

3. Revisit an adverse situation you've faced and use the Situational Debrief Process from this chapter:
(focus on a situation you either succeeded and/or benefitted from the outcome).
 - Capture the Situation

 - Review Outcomes

 - Define Key Learnings

 - Identify Recommended Changes

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CHAPTER 14: SAGE INSIGHTS FROM THE HIGHLY SUCCESSFUL

1. List 3-5 Key Takeaways/Learnings from the Closing Chapter.

2. List 5-10 Steps you'll take after reading this book