

Business Skills for IT Auditors

Present yourself



Lonnie Barone, Instructor
Dr. Cari Tellis, Today's Guest

Present Yourself

Topics

DISC: Know the self you are presenting

You know how to do this!

Dr. Cari Tellis

The Voice

Improvement is in your reach

Present Yourself

Impress them
(You can't help it!)

30 Seconds to a 1st Impression

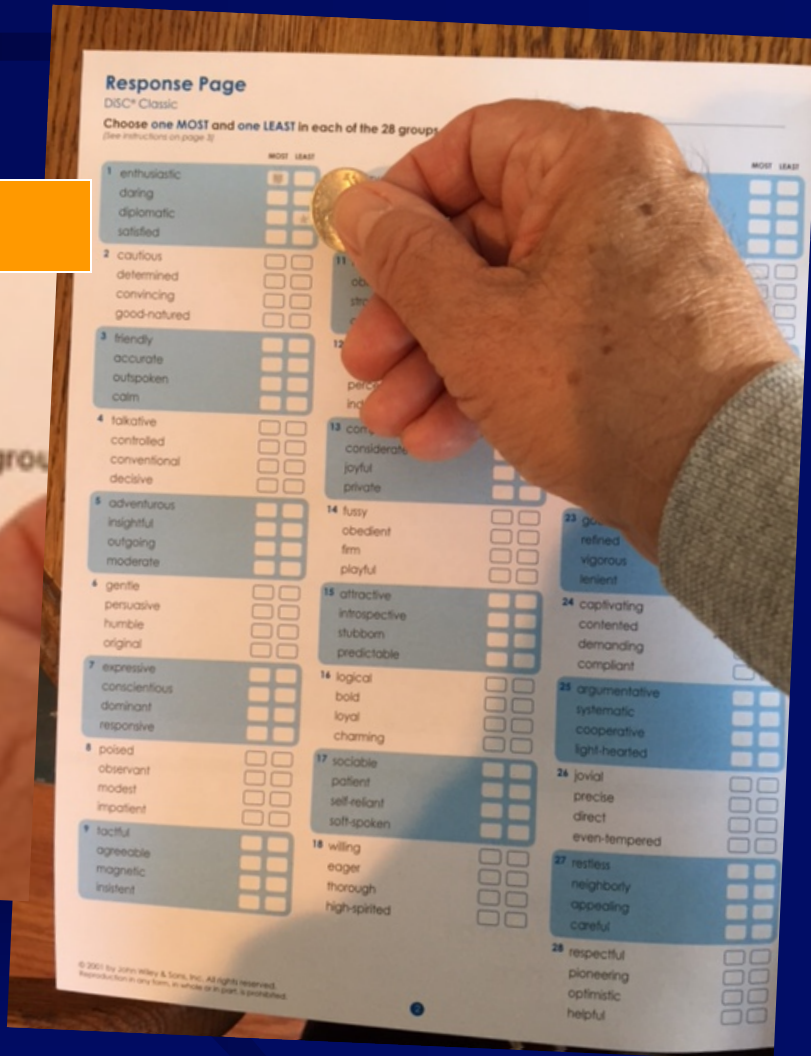
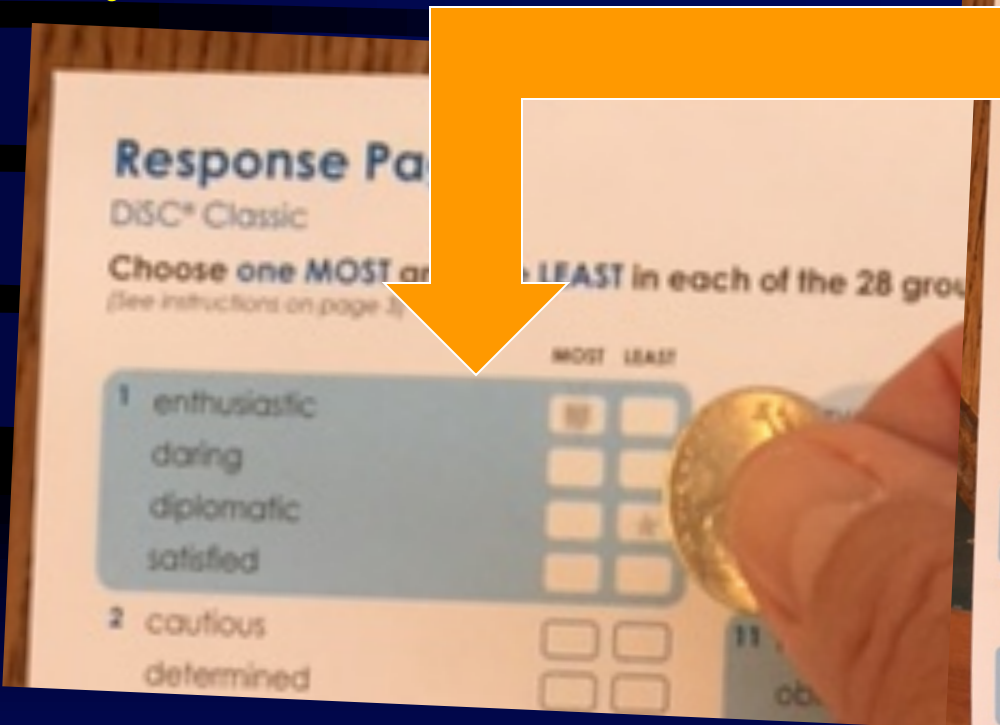
Present Yourself

When I think of the presenting I do...

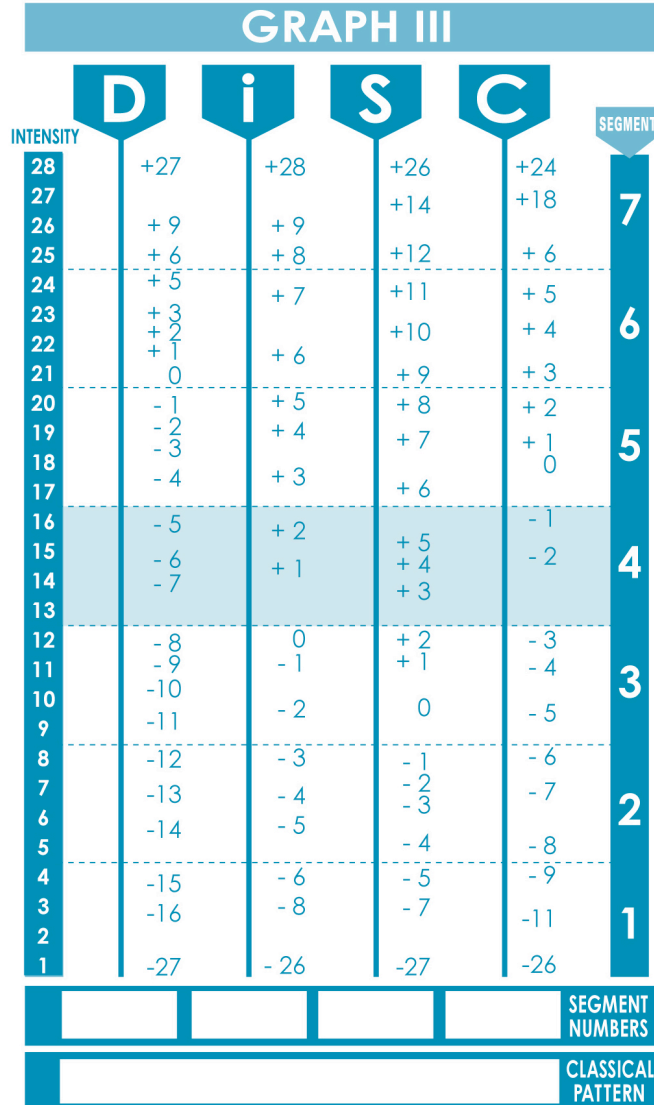
- **My best strengths are...**
- **My worst fears are...**

Let's fill out
the instrument

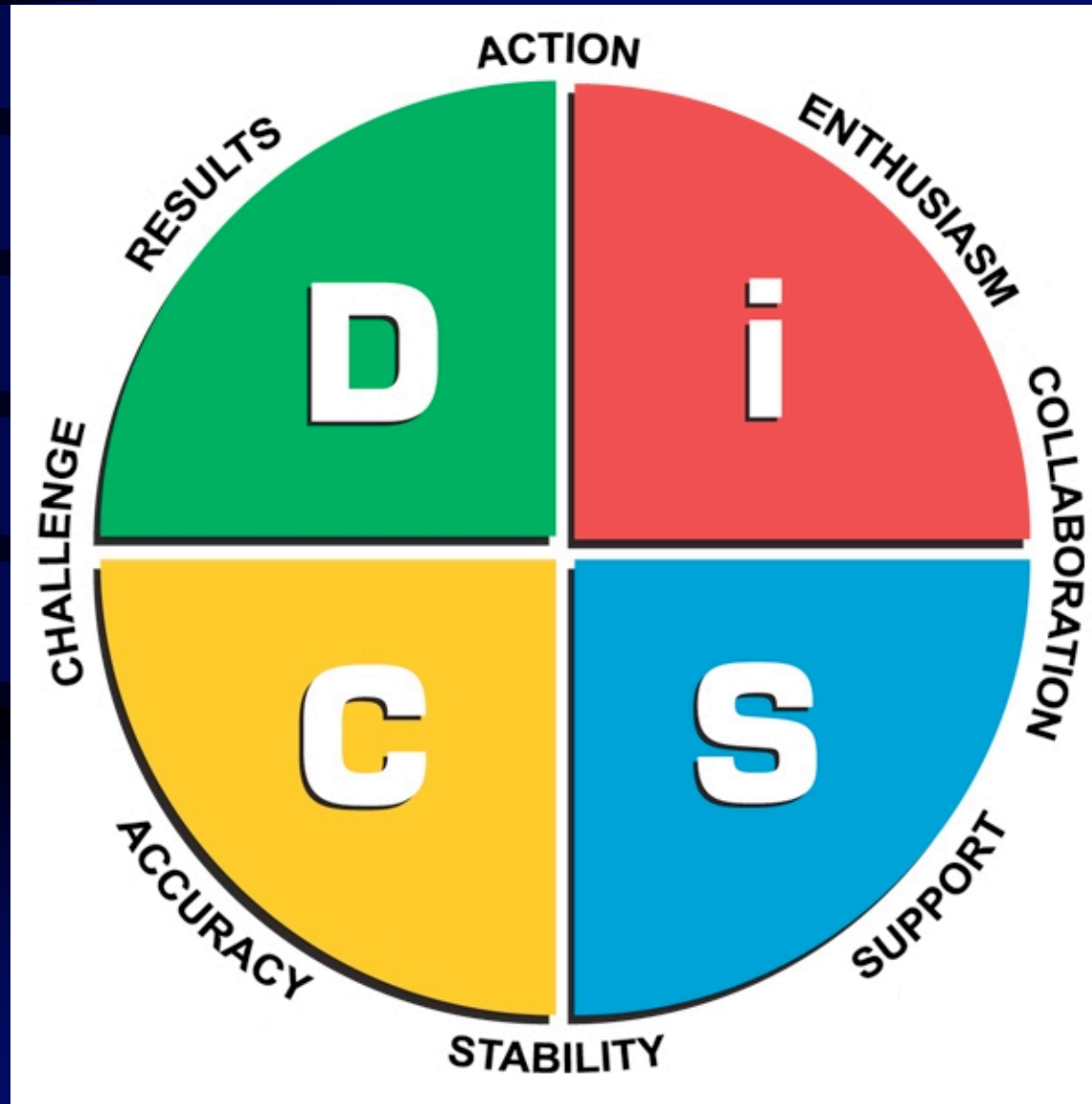
DISC



DiSC



DiSC



DiSC

3 Charts

Least

GRAPH III					
	D	i	S	C	SEGMENT
28	+27	+28	+26	+24	7
27			+14	+18	
26	+9	+9			6
25	+6	+8	+12	+6	
24	+5	+7	+11	+5	5
23	+3		+10	+4	
22	+1	+6	+9	+3	4
21	0	+5	+8	+2	
20	-1	+4	+7	+1	3
19	-2		+6	0	
18	-3	+3	+5	-1	2
17	-4	+2	+4	-2	
16	-5	+1	+3	-3	1
15	-6	0	+2	-4	
14	-7	-1	+1	-5	7
13	-8	-2	0	-6	
12	-9	-3	-1	-7	6
11	-10	-4	-2	-8	
10	-11	-5	-3	-9	5
9	-12	-6	-4	-10	
8	-13	-7	-5	-11	4
7	-14	-8	-6	-12	
6	-15	-9	-7	-13	3
5	-16	-10	-8	-14	
4	-17	-11	-9	-15	2
3	-18	-12	-10	-16	
2	-19	-13	-11	-17	1
1	-20	-14	-12	-18	
	-27	-26	-27	-26	
	SEGMENT NUMBERS				
	CLASSICAL PATTERN				

Original Person

Most

GRAPH III					
	D	i	S	C	SEGMENT
28	+27	+28	+26	+24	7
27			+14	+18	
26	+9	+9			6
25	+6	+8	+12	+6	
24	+5	+7	+11	+5	5
23	+3		+10	+4	
22	+1	+6	+9	+3	4
21	0	+5	+8	+2	
20	-1	+4	+7	+1	3
19	-2		+6	0	
18	-3	+3	+5	-1	2
17	-4	+2	+4	-2	
16	-5	+1	+3	-3	1
15	-6	0	+2	-4	
14	-7	-1	+1	-5	7
13	-8	-2	0	-6	
12	-9	-3	-1	-7	6
11	-10	-4	-2	-8	
10	-11	-5	-3	-9	5
9	-12	-6	-4	-10	
8	-13	-7	-5	-11	4
7	-14	-8	-6	-12	
6	-15	-9	-7	-13	3
5	-16	-10	-8	-14	
4	-17	-11	-9	-15	2
3	-18	-12	-10	-16	
2	-19	-13	-11	-17	1
1	-20	-14	-12	-18	
	-27	-26	-27	-26	
	SEGMENT NUMBERS				
	CLASSICAL PATTERN				

Modified Behavior

Combined

GRAPH III					
	D	i	S	C	SEGMENT
28	+27	+28	+26	+24	7
27			+14	+18	
26	+9	+9			6
25	+6	+8	+12	+6	
24	+5	+7	+11	+5	5
23	+3		+10	+4	
22	+1	+6	+9	+3	4
21	0	+5	+8	+2	
20	-1	+4	+7	+1	3
19	-2		+6	0	
18	-3	+3	+5	-1	2
17	-4	+2	+4	-2	
16	-5	+1	+3	-3	1
15	-6	0	+2	-4	
14	-7	-1	+1	-5	7
13	-8	-2	0	-6	
12	-9	-3	-1	-7	6
11	-10	-4	-2	-8	
10	-11	-5	-3	-9	5
9	-12	-6	-4	-10	
8	-13	-7	-5	-11	4
7	-14	-8	-6	-12	
6	-15	-9	-7	-13	3
5	-16	-10	-8	-14	
4	-17	-11	-9	-15	2
3	-18	-12	-10	-16	
2	-19	-13	-11	-17	1
1	-20	-14	-12	-18	
	-27	-26	-27	-26	
	SEGMENT NUMBERS				
	CLASSICAL PATTERN				

Combined Characteristics

DiSC

The Hi's



GRAPH III

	D	i	S	C	SEGMENT
28	+27	+28	+26	+24	7
27			+14	+18	
26	+9	+9			
25	+6	+8	+12	+6	
24	+5	+7	+11	+5	
23	+3		+10	+4	
22	+2	+6			
21	+1		+9	+3	
20	0	+5	+8	+2	5
19	-1	+4	+7	+1	
18	-2			0	
17	-3	+3	+6		
16	-4				4
15	-5	+2	+5	-1	
14	-6	+1	+4	-2	
13	-7		+3		
12	-8	0	+2	-3	3
11	-9	-1	+1	-4	
10	-10	-2	0	-5	
9	-11				2
8	-12	-3	-1	-6	
7	-13	-4	-2	-7	
6	-14	-5	-3		
5			-4	-8	
4	-15	-6	-5	-9	1
3	-16	-8	-7	-11	
2					
1	-27	-26	-27	-26	

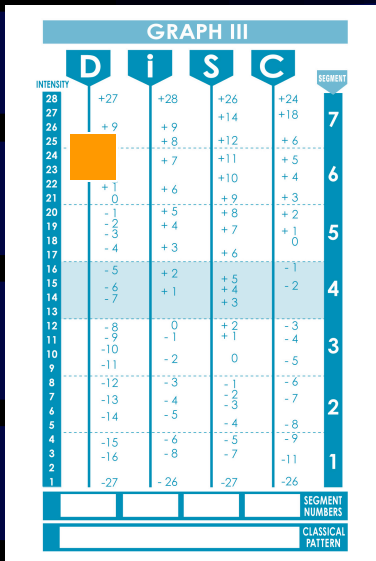
SEGMENT NUMBERS

CLASSICAL PATTERN



And Lo's

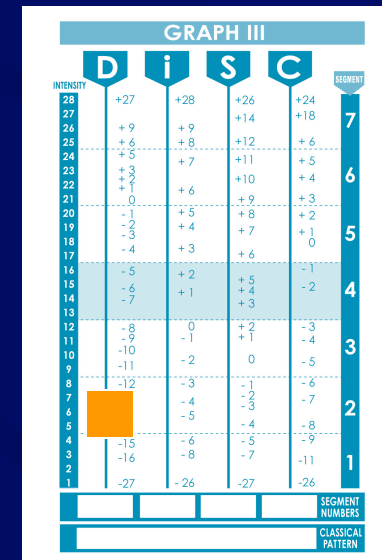
DiSC: Hi D / Lo D



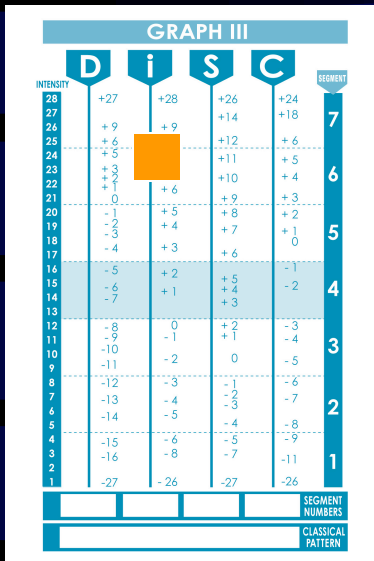
Demanding
Egocentric
Driving
Ambitious
Pioneering
Strong-Willed
Forceful
Determined
Aggressive
Competitive
Decisive
Venturesome
Inquisitive
Responsible

Dominance

Conservative
Calculating
Cooperative
Hesitant
Low-Keyed
Unsure
Undemanding
Cautious
Mild
Agreeable
Modest
Peaceful
Unobtrusive



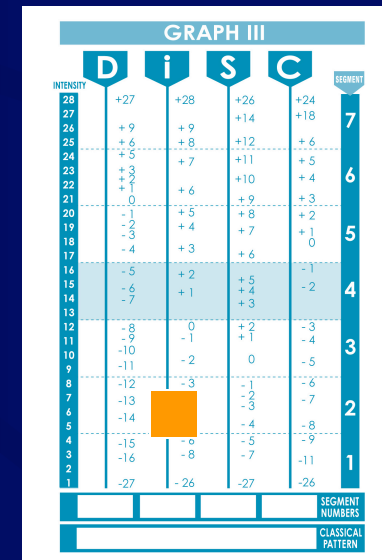
DiSC: Hi i / Lo i



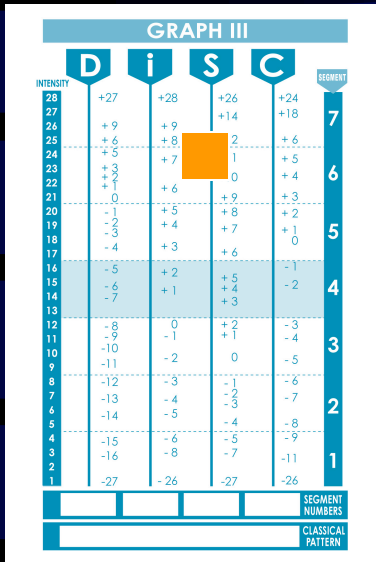
Effusive
Inspiring
Magnetic
Political
Enthusiastic
Demonstrative
Persuasive
Warm
Convincing
Polished
Poised
Optimistic
Trusting
Sociable

Influencing

Reflective
Factual
Calculating
Skeptical
Logical
Undemonstrative
Suspicious
Matter-of-Fact
Incisive
Pessimistic
Moody
Critical



DiSC: Hi S / Lo S



Relaxed
Resistant to Change
Nondemonstrative

Passive

Patient

Possessive

Predictable

Consistent

Deliberate

Steady

Stable

Steadiness

Mobile

Active

Restless

Alert

Variety-Oriented

Demonstrative

Impatient

Pressure-Oriented

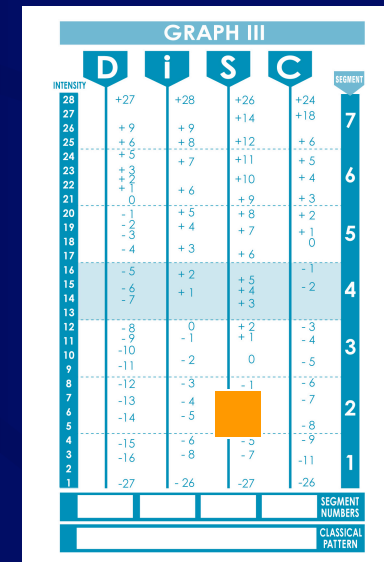
Eager

Flexible

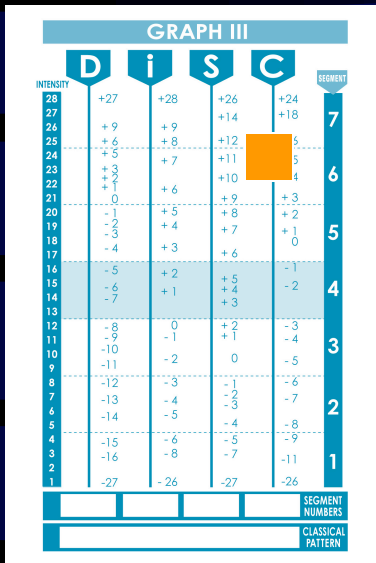
Impulsive

Impetuous

Hypertense



DiSC: Hi C / Lo C



Evasive
 Worrisome
 Careful
 Dependent
 Cautious
 Conventional
 Exacting
 Neat

 Systematic
 Diplomatic
 Accurate
 Tactful

 Open-Minded
 Balanced Judgment

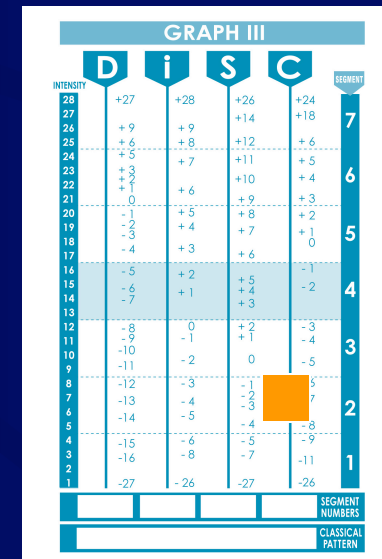
Compliance

Firm
 Independent
 Self-Willed
 Stubborn

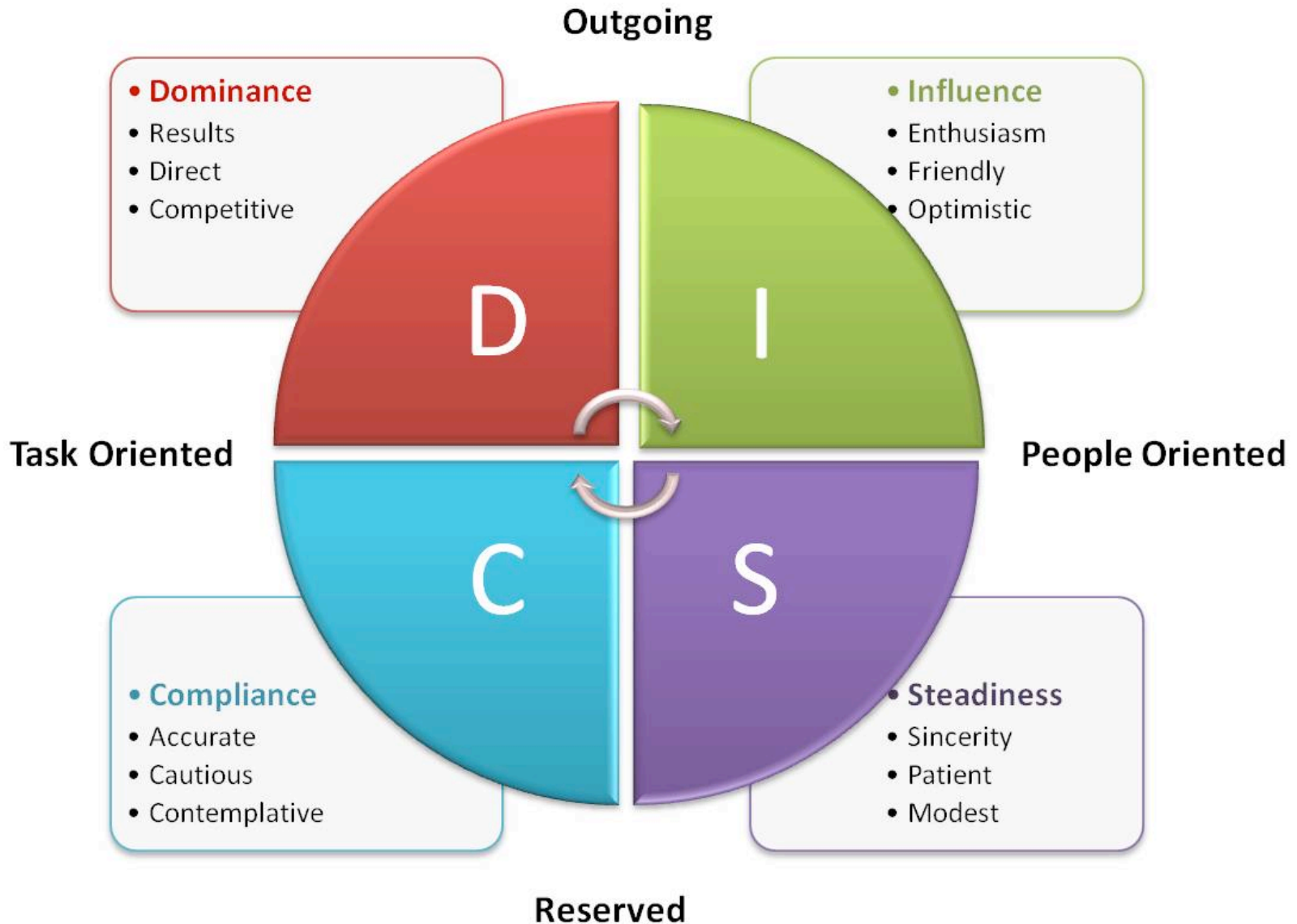
 Obstinate

 Opinionated
 Unsystematic
 Self-Righteous
 Uninhibited
 Arbitrary
 Unbending

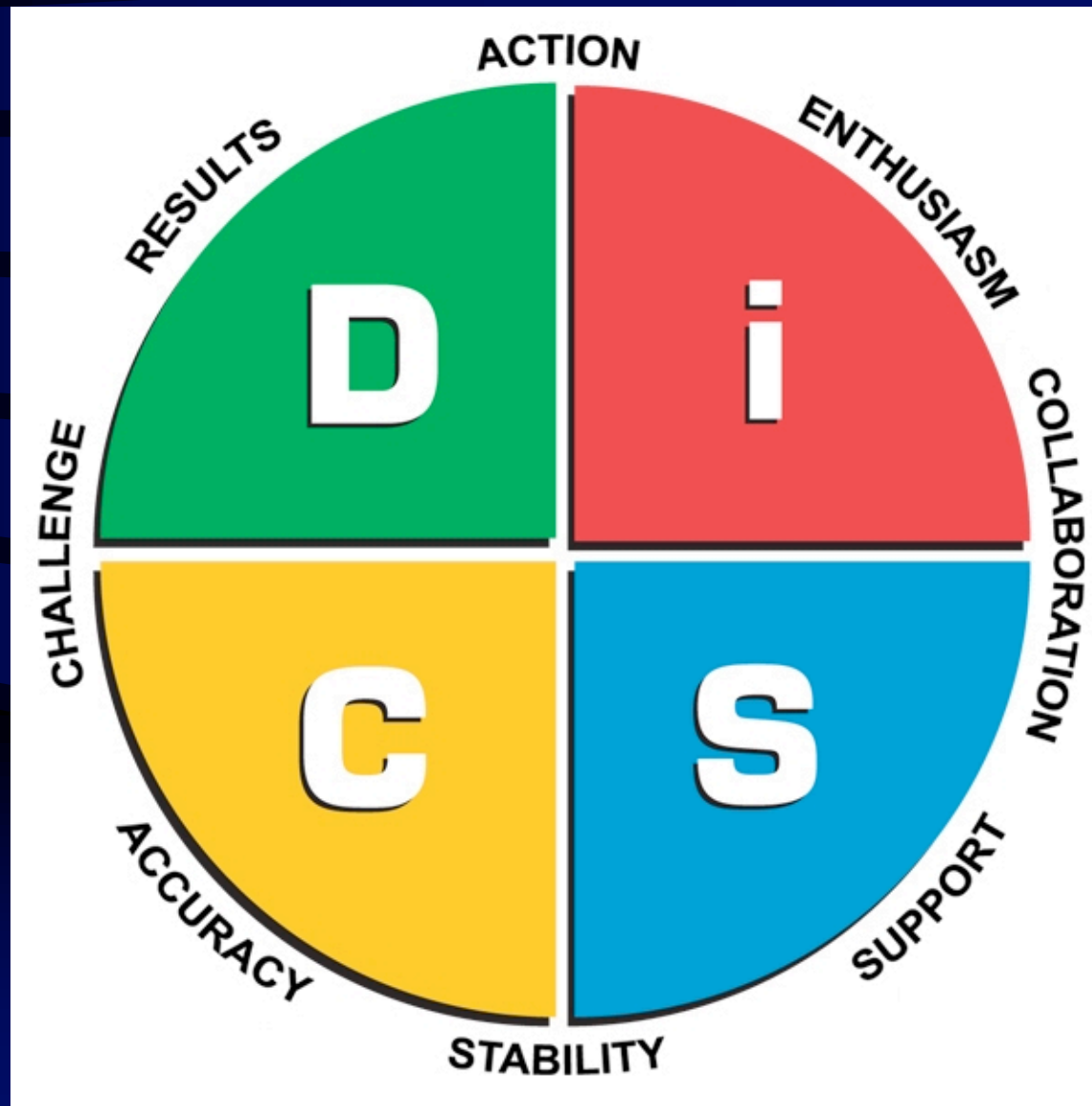
Careless with Details



DiSC: the Hi's



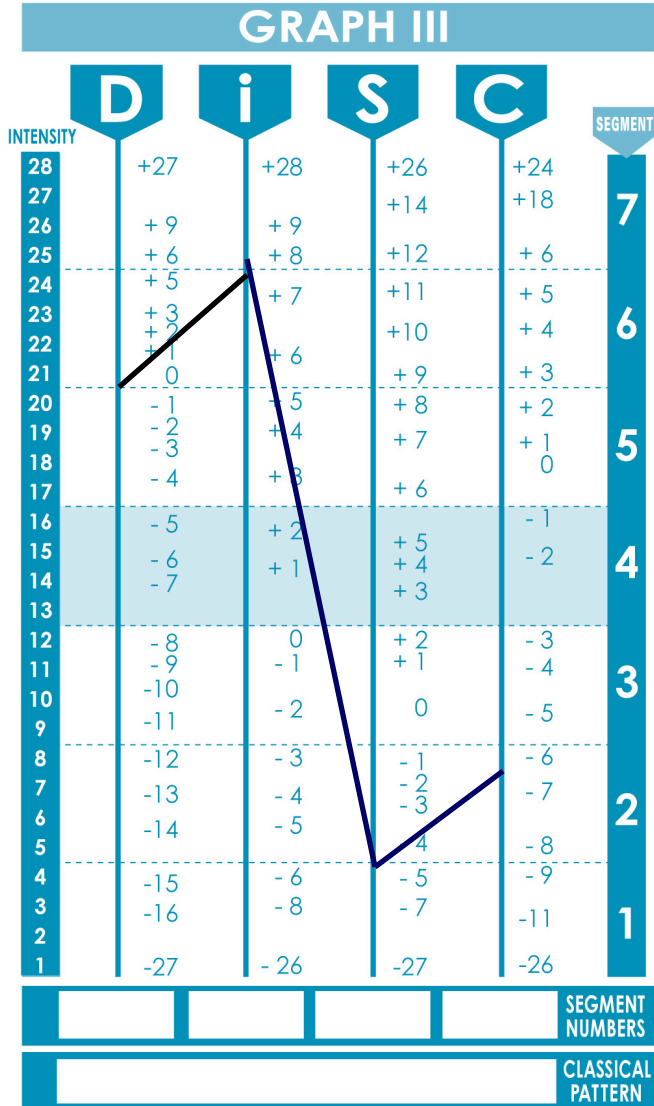
DiSC the Hi's



DiSC the Hi's



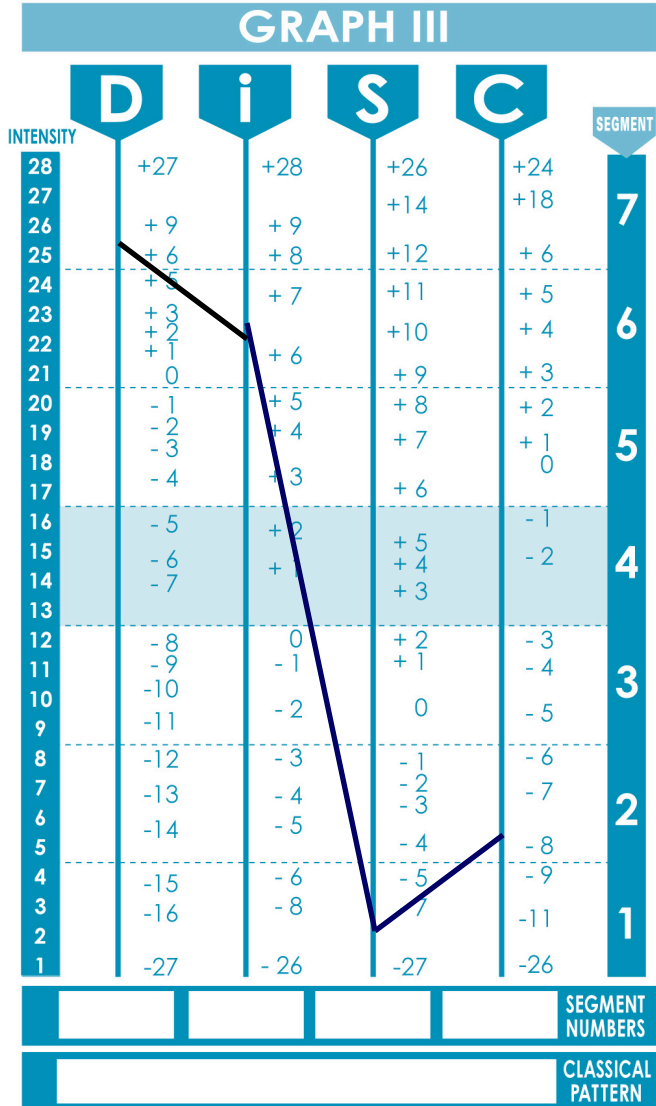
DiSC



Classical Patterns

The Persuader

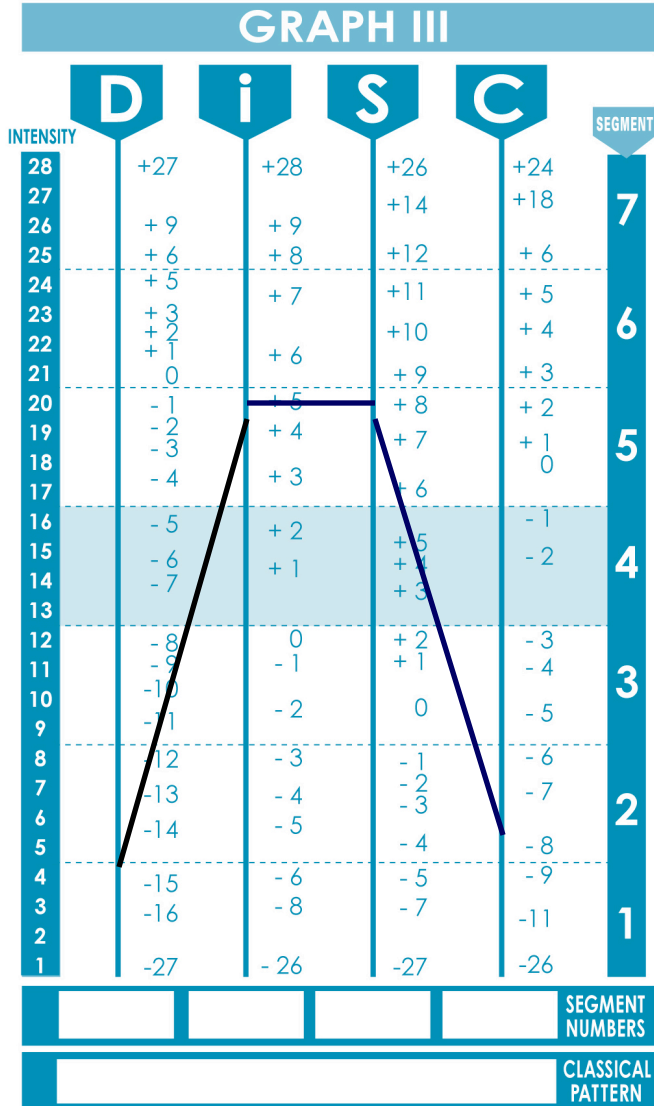
DiSC



Classical Patterns

The Dominator

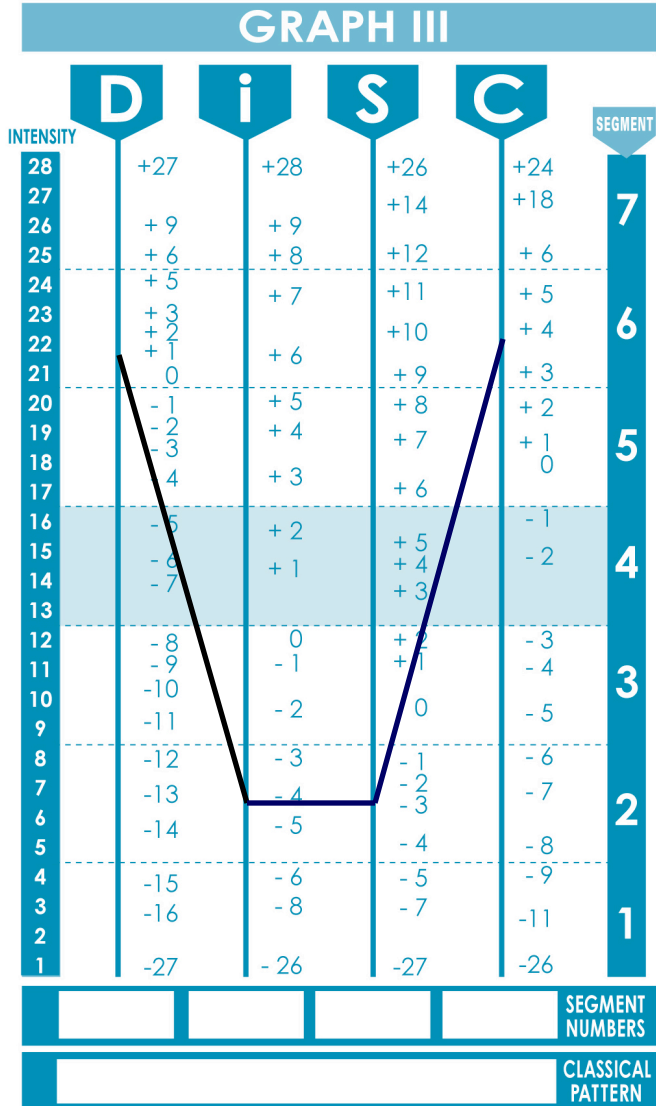
DiSC



Classical Patterns

The Counselor

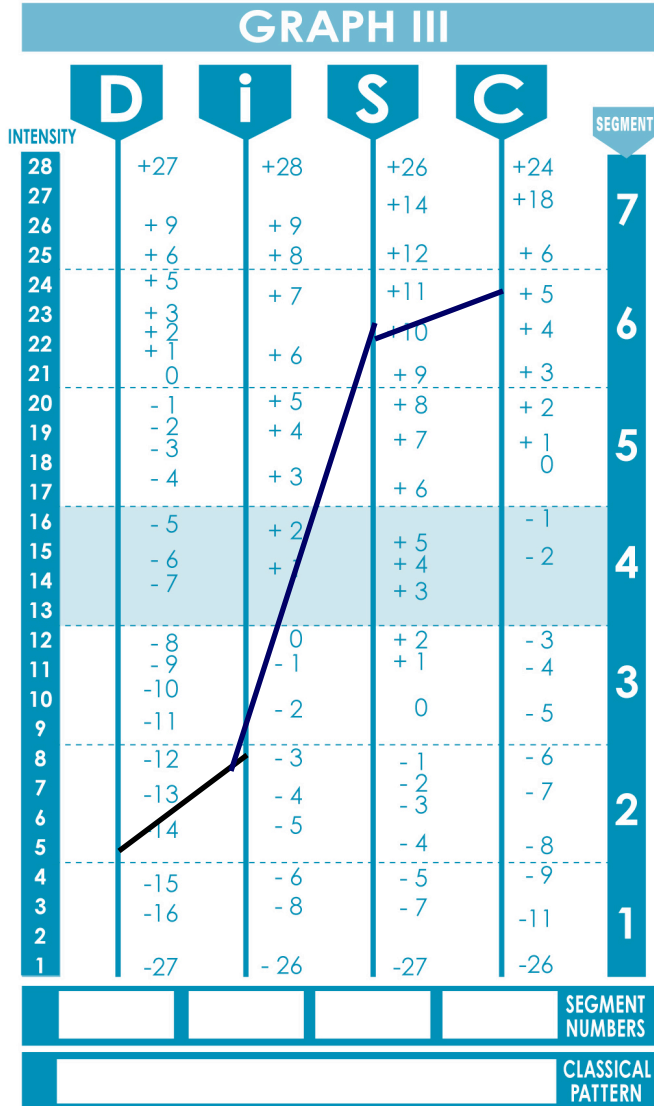
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Classical Patterns

The Inventor

DiSC



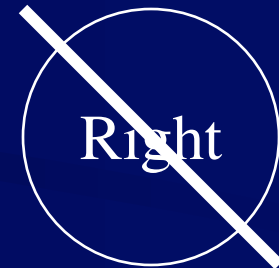
Classical Patterns

The Analyst

Rethinking it



Public speaking
requires very
ordinary and
familiar skills.



Public speaking
requires
extraordinary
skills.

Rethinking it



A speaker's job is
to deliver a message.

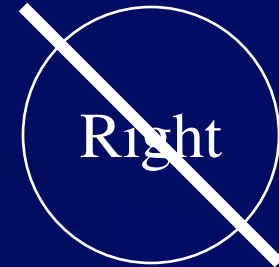


A speaker's job
is to be
impressive.

Rethinking it



Most talks are
unrisky.

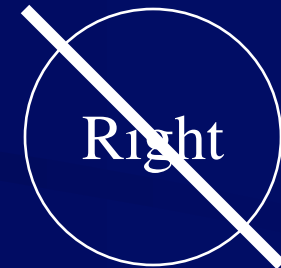


People fear
public speaking
because the risk
is so great.

Rethinking it



Audiences are usually supportive; the unknown causes fear.

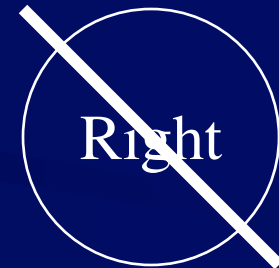


Audiences cause fear.

Rethinking it



Speakers must have a message of interest and importance to their audience.

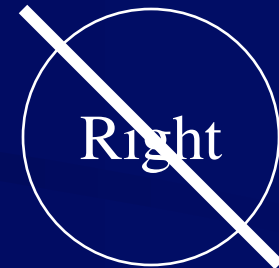


Speakers must be entertaining.

Rethinking it



Speakers must be human.

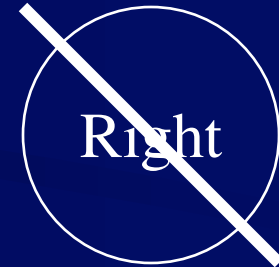


Speakers must be humorous.

Rethinking it



Speakers should be themselves.

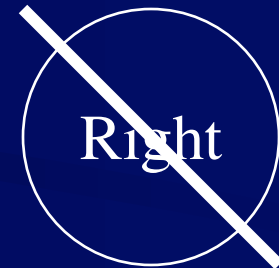


Speakers should be extraverts.

Rethinking it



New mind game.



Old mind game.

Never give another **“Presentation”**

Make the Connection

Speaker



Audience



Cari M. Tellis, Ph.D., CCC-SLP



Cari Tellis, Ph.D. is an Associate Professor in the Speech-Language Pathology Department at Misericordia University. Specializations include voice, laryngeal physiology, laryngeal muscle anatomy and biochemistry. A singer herself, Dr. Tellis has devoted her life to the training, care, and rehabilitation of the voice. She founded the Performing Arts Training Academy which serves young talent.