

## DISC STYLES QUOTES

James Murray said, "Quotations will tell the full measure of meaning, if you have enough of them." In that spirit, we have collected a series of quotations that relate to personality and the DISC styles. Enjoy!

This above all, to thine own self be true.

- *William Shakespeare*

Know thyself? If I knew myself, I'd run away.

- *Goethe*

It is surely true that no two people are ever exactly alike. It is equally true that in certain ways, all people are the same. This seeming paradox is the vessel that contains the concept of personality.

- *E.J. Phares*

A model is a tool for the mind.

- *Francis Bacon*

Every man is a volume if you know how to read him.

- *Fortune cookie*

Do not do unto others as you would that they should do unto you. Their tastes may not be the same.

- *George Bernard Shaw*

Everything that irritates us about others can lead us to an understanding of ourselves.

- *Carl Jung*

You can only see others as clearly as you see yourself.

- *Stephen C. Paul*

Share our similarities, celebrate our differences.

- *M. Scott Peck*

Man's supreme achievement in this world is communication from personality to personality.

- *Karl Jaspers*

He who knows others is learned. He who knows himself is wise.

- *Lao Tzu*

Quiet people often have profound insights. The shallow water in a brook or river runs fast. The deep water seems calmer.

- *James Rogers*

The ability to deal with people is as purchasable a commodity as sugar or coffee. And I would pay more for this ability than any other under the sun.

- *John D. Rockefeller*

We don't see things as they are, we see things as we are.

- *Anais Nin*

Life isn't about finding yourself. Life is about creating yourself.

- *George Bernard Shaw*

The privilege of a lifetime is being who you are.

- *Joseph Campbell*

I don't like that man. I'm going to have to get to know him better.

- *Abraham Lincoln*

In matters of style, swim with the current. In matters of principle, stand like a rock.

- *Thomas Jefferson*

We may get along with 80% of the people, but it's the other 20% that cause 80% of the aggravation.

- *The Pareto Principle applied to relationships*

In the works of man as in those of nature, it is the intention which is chiefly worth studying.

- *Goethe*

Any virtue carried to extreme can become a crime.

- *Alexandre Dumas*

Everyone driving slower than you is an idiot. Everyone driving faster than you is a maniac.

- *George Carlin*

Wasted strengths are like sundials in the shade.

- *Benjamin Franklin*

Excess generally causes reaction and produces a change in the opposite direction, whether it be in the seasons or in individuals or in governments.

- *Plato*

People thought that Darwin mainly talked about survival of the fittest. What he said was that the species that survive are usually not the smartest or the strongest, but the ones most responsive to change.

- *Philippe Kahn*

The highest form of human intelligence is the ability to observe without judging.

- *Jiddu Krishnamurti*

You have a nice personality, but not for a human being.

- *Henny Youngman*

Even if you're on the right track, you'll get run over if you just sit there.

- *Will Rogers*

The real tragedy of life is not that each of us doesn't have enough strengths, it's that we fail to use the ones we have.

- *Marcus Buckingham & Donald O. Clifton*

Acceptance means recognition of a style's worth without implying approval of its limitations.

- *Robert Bolton & Dorothy Grover Bolton*

Boredom is what happens when I fail to make someone interesting.

- *Warren Bennis*