

# know your golfing style

We all know the Bobby Jones' quote:  
*Golf is a game that is played on a five-inch course – the distance between your ears.*

The way you play golf – prepare for the swing, make decisions on the field, calculate risk, interact with other players, control your temper, approach the game react to the outcome of your shot – can be extrapolated to another game: business. When you observe someone's style of playing golf, you can learn more about his style of doing business.

The preparation for the game is as important as the game itself. Golf is about managing your own behaviour, adjusting it to the golf mindset. Between the starting point and the final hole that you want to achieve is one variable that is different for each golfer – the golfer himself – you. The way you modify your behaviour to the circumstances will define the outcome.

Players can play on the same golf course, play with the same kind of ball and clubs, have the same weather conditions, but the number of strokes one will win by depends on how well the individual is prepared for the game and a bit of luck. The best golfers build success on their strengths and have the will to identify and work on their weaknesses.

There are four main behavioural styles (D for Dominance, I for Influence, S for Steadiness and C for Compliance) that describe golfers:

- "D style" golfer** Loves the competitive atmosphere  
Plays in aggressive, sometimes blunt way
- "I style" golfer** Loves the positive atmosphere  
Enjoys talking with other players
- "S style" golfer** Loves the family atmosphere  
Plays with calm and steady style, has patience
- "C style" golfer** Loves the clear rules and logic of the game  
Tracks and discusses only statistics

Each golfing style can bring the golfer to a win by properly utilising his own strengths, but at the same the golfer can lose if he lets his weaknesses take over or when he overuses his strengths. Example:

Style	A golfer can WIN by
D	Challenging and strategic approach
I	Enthusiastic attitude
S	Following the process in calm manner
C	Being focused on the current shot

  

Style	A golfer can LOSE by
D	Letting the ego come first and losing his temper
I	Lack of concentration on the game
S	Inability to forget of the last 'missed' stroke
C	Overanalysing statistics and losing the big picture



Before you go on the course, take a moment to think about the style of golfer that you are. Then, challenge your current way of playing.

1. First, identify your natural behaviour to know what your starting point is.
2. Next, define what modifications you need to apply to be successful. You can do this part together with your personal coach.
3. Then, practise over and over again to master and manage your behavioural strengths and shortcomings.

If you want to play golf, you need to constantly excel the game on your "five-inch course". By improving as a golfer, you will improve as a person at the same time. **What you learn on the golf course, you can transfer to your business life and vice versa.**

Whether you are a golfer, who wants to quickly learn more about his own behaviour, or a coach who wants to find the right approach and to maximise each session with a learning golfer, you can use our validated business model that can make a positive impact in lowering your handicap.



Agnieszka Lach has over seven years of experience as an Extended DISC consultant, with her last position held being the Chief Operating Officer (COO) at Extended DISC International. Agnieszka is also certified as an International Coaching Community (ICC) Coach. She can be reached at [agnieszka.lach@extendeddisc.com](mailto:agnieszka.lach@extendeddisc.com).

Extended DISC Malaysia is a local franchisee of a worldwide organisation founded in Finland in 1994. It is a leader in understanding how information about human behaviour allows golfers, coaches and business managers to make better decisions with confidence. Extended DISC provides clients with the information they need to maximise the performance of their employees plus eliminate expensive mistakes, wastage in resources and time, and costly problems.

For more information, do visit [www.extendeddisc.com](http://www.extendeddisc.com) or call +603 7710 9266.

Extended DISC Malaysia is the co-sponsor of the Golf Malaysia Ace of Aces Championship 2009.