

A-211

Facilitation Kit: Modular Design

In-depth

Six one-hour modules, fully-scripted facilitation with engaging experiential and processing activities. Facilitator notes give tips to maximize learning.

EASILY CUSTOMIZABLE

Switch out video clips. Modify the PowerPoint®, Leader's Guide, and handouts. Add or delete sections to fit any timeframe.

Managers learn:

- **Their DiSC Management Style:** How DiSC affects management style, examining their priorities as managers.
- **Directing and Delegating:** Their strengths and challenges when directing and delegating.
- **Motivation:** How DiSC styles influence how people are motivated.
- **Developing Others:** Their natural styles of developing others.
- **Working with Your Manager:** To influence and communicate effectively with their managers by meeting their DiSC needs and preferences.

Facilitation Materials Include:

- Leader's Guides in MS Word
- PowerPoint with embedded video
- Stand-alone, menu-driven video
- Participant handouts in MS Word
- Templates and images
- Sample *Everything DiSC Management Profile*
- Resource and research sections
- *Everything DiSC Management Interaction Guides* (for 25 participants)

USER-FRIENDLY FEATURES

Total Portability: Facilitation, video, PowerPoint, and handouts are delivered on a USB drive.

Online Support: Access up-to-date research and resources anytime with our online help feature.

PROFILE

In-depth: Research-validated online assessment with 26-page management-specific stand-alone report helps managers to understand themselves, their employees, and their boss. The profile may be used on its own or with the companion facilitation; sold separately.

Easily Customizable: Online tailoring options make it easy to remove or rearrange pages, customize the profile title, or print selected sections.

EXCITING FOLLOW-UP TOOLS

Everything DiSC Comparison Reports are follow-up reports that can be created for any two participants to illustrate their similarities and differences. The research-validated 11-page *Everything DiSC Comparison Report* helps to build better relationships and makes training

stick. And participants get unlimited access — at no additional charge. Works for all *Everything DiSC* programs.

Total Portability: Facilitation, video, PowerPoint®, and participant handouts delivered on a USB drive with ample space to save custom programs in one spot.

ENGAGING VIDEO

In-depth

Contemporary video with 30 segments featuring real-world, management-specific interactions.

Easily Customizable

Works three ways: stand-alone clips, integrated with the facilitation PowerPoint, or integrated into your custom PowerPoint presentation.

Video sections include

- Management Styles
- People Reading
- Directing and Delegating
- Creating Motivating Environments
- Working with your Manager

Easily Customizable

Pick and choose clips that fit your needs. Use the video three ways:

- Stand-alone clips
- Integrated with the facilitation PowerPoint
- Integrated into your custom PowerPoint

Everything DiSC Workplace



EPIC, or **E**lectronic **P**rofile **I**nformation **C**enter, is an online system which offers you an easier and more cost-effective solution to purchasing, distributing, and reporting of web-based assessments.

ALL-NEW FACILITATION

IN-DEPTH:

Research-validated online assessment with 20-page workplace-specific profile helps people identify and explore the priorities that drive them.

EASILY CUSTOMIZABLE: Online tailoring options make it easy to remove or rearrange pages, customize the profile title, or print selected sections. The profile may be used on its own or with the companion facilitation; sold separately.

ALL-NEW FOLLOW-UP

Everything DiSC[®] Comparison Reports are follow-up reports that can be created for any two participants to illustrate their similarities and differences. The research-validated 11-page *Everything DiSC Comparison Report* helps to build better relationships and makes training stick. And participants get unlimited access — at no additional charge.

Works for all *Everything DiSC* programs.

Everything DiSC Management Profile



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PROFILE

In-depth: Research-validated online assessment and sales-specific 23-page report helps salespeople understand:

- Themselves
- Their customers
- Their relationships

Easily Customizable

Remove or rearrange pages, customize the report title, or print selected sections. The profile is sold separately and may be used on its own or with the companion facilitation.

Post-Training Reinforcement

Transfer the learning beyond the classroom with *Everything DiSC Customer Interaction Maps*. Salespeople can generate a personalized report that compares their sales style with their real-life customers' buying styles.

EXCITING FOLLOW-UP TOOLS

Everything DiSC Sales Customer Interaction Maps are follow-up reports that salespeople can use to help them adapt their style to meet the needs of a customer. These one-page reports are the perfect personalized cheat sheets to prepare for sales calls. And participants get unlimited access — at no additional charge.

A-121 Everything DiSC Sales Facilitation Kit

Facilitation: Modular Design

In-depth

Six 50-minute modules are fully scripted and include engaging experiential and processing activities. Facilitator notes give you tips to maximize learning. PowerPoint design and support materials give you a professional edge.

Easily customizable

Switch out video clips. Modify the PowerPoint®, Leader's Guide, and handouts. Add or delete sections to fit any timeframe.

Facilitation includes:

- Leader's Guides in MS Word
- PowerPoint with embedded video
- Stand-alone, menu-driven video
- Participant handouts in MS Word
- Templates and images
- Sample *Everything DiSC Sales Profile*
- Sample *Everything DiSC Customer Interaction Map*
- Research documentation
- Sales Interview Activity Card sets (for 24 participants)
- *Everything DiSC Customer Interaction Guides* (for 25 participants)

Six 50-Minute Modules:

In-depth

Module 1: Introduction to the DiSC Sales Map. Participants learn about their DiSC sales style and how personal priorities influence their selling behaviors.

Module 2: Participants use what they've learned about sales priorities in an interviewing activity.

Module 3: Participants learn customer mapping, a new way of people-reading. They practice their customer-mapping skills in a competitive video-based activity.

Module 4: Participants learn about different customer priorities, then use their new skills to identify the buying styles of current customers.

Module 5: Participants use their DiSC Sales Maps to understand how to navigate from their own styles to those of different types of customers.

Module 6: Participants role play adapting to their most challenging customer and complete an interaction plan for working with that customer.

USER-FRIENDLY FEATURES

Total Portability: Facilitation, video, PowerPoint, and handouts are delivered on a USB drive.

Online Support: Access up-to-date research and resources anytime with our online help feature.

PROFILE

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- Themselves
- Their customers
- Their relationships

Easily Customizable: Remove or rearrange pages, customize the report title, or print selected sections. The profile is sold separately and may be used on its own or with the companion facilitation.

EXCITING FOLLOW-UP TOOLS

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Engaging Video

In-depth

More than 60 minutes of contemporary video with real-world, sales-specific customer interactions. Create in-depth customized programs using the library of individual video segments, including:

- Introduction to the DiSC Sales Styles
- Customer Mapping
- DiSC Customer Priorities
- Adapting to the Sales Styles Matrix
- Customer Priority Interviews

Easily Customizable

Pick and choose clips that fit your needs. Use the video three ways:

- Stand-alone clips
- Integrated with the facilitation PowerPoint
- Integrated into your custom PowerPoint

Everything DiSC Sales Profile



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PROFILE

In-depth: Research-validated online assessment and sales-specific 23-page report helps salespeople understand:

- Themselves
- Their customers
- Their relationships

Easily Customizable

Remove or rearrange pages, customize the report title, or print selected sections. The profile is sold separately and may be used on its own or with the companion facilitation.

Post-Training Reinforcement

Transfer the learning beyond the classroom with *Everything DiSC Customer Interaction Maps*. Salespeople can generate a personalized report that compares their sales style with their real-life customers' buying styles.

EXCITING FOLLOW-UP TOOLS

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A-311 Everythingt DiSC Workplace Facilitation Kit

ALL-NEW FACILITATION

IN-DEPTH:

Three 90-minute modules, fully-scripted facilitation with engaging activities and workplace-focused video. Also includes 30-minute optional people-reading module.

EASILY CUSTOMIZABLE: Switch out video clips. Modify the PowerPoint, Leader's Guide, and handouts. Add or delete sections to fit any timeframe.

MODULE 1: DISCOVERING YOUR DiSC STYLE

Participants discover how DiSC styles affect their workplace relationships and explore the priorities that drive them at work.

MODULE 2: UNDERSTANDING OTHER STYLES

Participants learn what works for them and what challenges them when working with each DiSC style.

MODULE 3: BUILDING MORE EFFECTIVE RELATIONSHIPS

Participants create strategies and an action plan to overcome challenges when working with people of different DiSC styles.

OPTIONAL PEOPLE-READING MODULE

Participants learn how to identify others' DiSC styles based on behavioral cues.

ENGAGING VIDEO

Contemporary video includes a seven-minute introduction to DiSC workplace styles plus 13 additional segments.

The Workplace (7 minutes)

Introduces the DiSC model and describes the four styles.

Choose Your Coworker (1 segments)

A game show host introduces four coworkers of different DiSC styles and interviews them on their instinctive reactions to each other.

Workplace Strategies (4 segments)

Interviews describe the challenges and strategies for working with each DiSC style.

People Reading (8 segments)

One actor models the various DiSC styles.

Pick and choose clips that fit your needs. Use the video three ways:

- Stand-alone clips
- Integrated with the facilitation PowerPoint
- Integrated into your custom PowerPoint

ALL-NEW PROFILE

In-depth: Research-validated online assessment with 20-page workplace-specific profile helps people identify and explore the priorities that drive them. The profile may be used on

its own or with the companion facilitation; sold separately.

Easily Customizable: Online tailoring options make it easy to remove or rearrange pages, customize the profile title, or print selected sections.

EXCITING FOLLOW-UP TOOLS

Everything DiSC® Comparison Reports

Works for all *Everything DiSC* programs, allowing you to create reports for coworkers and for managers and their direct reports. And participants get unlimited access — at no additional charge.

The Everything DiSC Workplace Facilitation Kit includes

- Leader's Guide in MS Word
- PowerPoint with embedded video
- Standalone, menu-driven video
- Participant handouts in MS Word
- Templates and images
- Sample Everything DiSC Workplace Profile
- Sample Everything DiSC Comparison Report
- Online resources and research
- Everything DiSC Workplace Style Guides

USER-FRIENDLY FEATURES

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Online Support: Access up-to-date research and resources anytime with our online help feature.

Q-591 DiSC Classic Facilitation System

An all-in-one Training Toolkit

The *DiSC® Classic Facilitation System* facilitates all *DiSC Classic* tools, including *DiSC Classic 2.0*, *DiSC PPSS*, and *DiSC Classic Paper*. It provides everything you need to administer and facilitate DiSC Classic-based learning in a classroom setting.

NEW: Want to use *DiSC Classic* video in your virtual training sessions? Now you can! [Click here](#) for more details.

The *DiSC Classic Facilitation System's* powerful features include:

- **Flexibility.** The modular design helps consultants and trainers, from novice to advanced, create DiSC-based solutions of any scope — fast!
- **Convenience.** The powerful combination of Course Outlines and Insight Modules gets you up and running with a wide variety of DiSC solutions right out of the box.
- **Experiential Learning.** The *DiSC Classic Facilitation System* includes more than 20 individual and group exercises, plus alternative activities that let you tailor programs to your style and the needs of your audience.
- **Wide Scope** Facilitation for eight major DiSC Classic tools included:
 - *DiSC Classic* paper profile
 - *DiSC PPSS*
 - *QuikDiSC®* Cards
 - DiSC Action Planners
 - *DiSC Classic 2.0* on EPIC
 - *DiSC Classic Facilitator Report* on EPIC
 - DiSC Classic DVD
 - *DiSC Classic People-Reading Guide*
- **Integrated Technology.** Customize your seminars with the following multimedia tools:
 - Over one hour of video in 68 segments
 - More than 100 professionally designed, customizable PowerPoint slides
 - Professionally designed handouts for creating participant manuals
 - PowerPoint and handout templates
 - Sample reports for online DiSC products facilitated in *DiSC Classic Facilitation System*

Create Simple, Effective, DiSC-Based Solutions

DiSC Classic Facilitation System is built on a series of Insight Modules that help facilitate specific outcomes, or "insights," using a broad range of DiSC-based reports and tools. With the Insight Modules, you can:

- Create simple, effective DiSC-based training solutions
- Learn which DiSC tool works best for your desired outcome
- Discover how to combine DiSC resources for better results
- Customize your own DiSC-based training solutions

DiSC Classic includes a number of ready-to-use "starter" Course Outlines that address common workplace issues, including Effective Communication, Conflict, Interpersonal Effectiveness, Management Effectiveness, and Team Effectiveness. You'll also get tips on building your own custom course outlines.

DVD Adds Impact

The *DiSC Classic DVD* is the video companion to *DiSC Classic*. The major portions of the DVD are facilitated in the *DiSC Classic Facilitation*, or you can easily incorporate it into your existing DiSC training. The DVD offers multiple viewing options for each of its four sections:

- **Pure Styles.** You'll meet four characters who represent the four DiSC styles. The characters provide an overview of their behavior and describe their goals, fears, preferred environment, and response to conflict.
- **The Meeting.** You'll see a team in conflict, one-on-one discussions between a manager and each team member, and a successful resolution.
- **Effective Communication.** You'll see examples of how an HR manager fails to communicate effectively, and then improves by adapting his communication style to the DiSC styles of four individuals.
- **Natural Styles.** You'll get informal, unscripted responses to eight questions from people of all four DiSC styles, as well as a conversation between two opposite styles and a People-Reading activity.

DiSC Classic 2.0



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Key features of the DiSC Classic 2.0 report include:

- Personalized analysis of the respondent's DiSC style
- Insight into the respondent's highest DiSC dimension, motivation, and work habits
- Detailed definitions, via the Intensity Index, of terms commonly associated with the respondent
- In-depth information about the respondent's classical pattern
- Comprehensive descriptions of each of the four DiSC styles
- Overview of all 15 classical patterns

B-247 DiSC Biblical Personal Profile System Facilitator's Guide

About the DiSC Biblical Personal Profile System

Based on *DiSC® Classic*, the *DiSC Biblical Personal Profile System* provides individuals with practical, personalized feedback on their preferred behavior approaches and offers insight into the behavior of others. This one-of-a-kind instrument explores the personal DiSC profiles of positive Biblical characters and refers participants to relevant scripture passages. Ideal for use in Christian religious education settings and Bible study classes, the *DiSC Biblical Personal Profile System* increases self-awareness and enhances understanding and appreciation of the lives and stories of key personalities from the Bible.

I-Sight C-230

Guided Exploration into New Insights

Described in fresh, easy-to-understand language, *I-Sight* provides a guided exploration of behavior across the four DiSC dimensions:

D — Direct and Active

i — Interested and lively

S — Steady and cooperative

C — Concerned and correct

I-Sight reinforces what young people may already know about themselves and reveals new insights about their behaviors. It provides a common, objective framework for looking at how those behaviors impact others, and it offers proven approaches for interacting more effectively with others.

(Add to I-Sight Guide B-230)

About the I-Sight Profile

I-Sight is a unique learning profile developed for young people from ages 12 to 18. Using the DiSC model, *I-Sight* creates positive self-awareness and understanding of others by helping young people recognize and accept behavioral differences. This four-page assessment uses fresh, easy-to-understand language to explore behavior across the four primary dimensions.

B-260 Coping & Stress EPIC Version

The *Coping & Stress Profile* helps people in organizations:

- discover stress issues in each life area and capitalize on coping strengths to manage stress
- learn to minimize or eliminate common daily stressors
- identify areas for coping skills improvement
- develop flexibility in responding to change
- communicate more effectively to improve problem-solving
- build mutually supportive relationships

(Add contents to Team Profile 2.0)

Using an intuitive two-dimensional model, the *Team Dimensions Profile 2.0* helps individuals discover what they contribute to group projects and how they can thrive in team settings. Furthermore, the report offers personalized feedback on the respondent's strengths and challenges when working as part of a team, and it presents information on what people of different roles may contribute to the group as well.



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Key features of the Team Dimensions Profile 2.0 report include:

- Personalized analysis of the respondent's team role
- Insights into working with different team roles
- Commentary on the respondent's flexibility in his or her role
- Details about what might cause the respondent stress
- Information on the "Z" process
- Applied information on communication, meetings, and time management
- Comparisons of all four team roles