

# LIVE DISC WORKSHOPS



## **Self-awareness & Communication** (half or full day)

This course guides workshop participants on a path of heightened self-awareness and personal discovery. This cornerstone seminar reveals each participant's unique behavioral style blend and "how to" apply that knowledge prescriptively, boosting communication effectiveness. Studies indicate that 92% of workplace conflict is the result of misunderstanding and communication breakdowns. Entire organizations can apply DISC's prescriptive lessons of behavioral adaptability to reduce employee conflict and turnover, increase productivity, and optimize team performance.



## **Transitioning from Peer to Leader** (half or full day)

Transitioning from Peer to Leader is a course tailor-made for participants in transition from individual contributors to leaders - whether it be supervisor, manager or executive. During this workshop, newly minted managers will be well prepared for commonplace social changes, how to circumnavigate employee stressors by employing DISC communication skills, and how to effectively communicate performance objectives. Lastly, participants will receive guidance in developing action plans to apply what they've learned.



## **Trust-Based Leadership** (half or full day)

Our strongest relationships are rooted in trust. Unsurprisingly, an organization's most critical relationships exist between its leaders and individual contributors. Throughout this course, an organization's leaders will learn how to manage influence rooted in trust - through communication, credibility and confidence. Participants will explore the impact their leadership style has on others, through live activities and by reviewing practical examples. Learned best practices include the importance of excellent listening as a leader, creating an environment of accountability and identifying individual versus team needs. By remaining behaviorally conscious of the leadership roles and responsibilities which ultimately foster trusting relationships, organizations can create a working environment that's fertile for growth, retention and expansion.



## **Making Teams Work** (half or full day)

Teamwork is defined by Merriam-Webster as, "the combined action of a group of people, especially when effective and efficient." With this fourth incredible course, organizations will develop the skills, strategies and tools to create teams that gel and excel. During this skill-building course, participants will learn how to assemble teams based on complementary behavioral styles, in order to enhance communication, cooperation and project-based outcomes. Additionally, participants will learn how to distinguish among varying workplace behaviors, and how to utilize the remarkably insightful DISC Team Dynamics report.



## **Sales Optimization** (half or full day)

One of DISC's most intriguing applications is leveraging its behavioral profiling and adaptability methodology for sales. During the Sales Optimization course, participants will learn about the basics of DISC: first understanding their own behavioral styles and then how to identify the behavioral styles of others - even within moments of meeting them. Being able to efficiently identify the behavioral styles of others, empowers professionals with the insights to adapt their communicative "selling style" to meet the communicative "buying style" of their prospect. Participants will also learn how to strengthen client relationships, in order to transform buyers into brand advocates. Other topics covered in this course include: identifying client needs, managing client expectations and a complete exploration of the sales process from A to Z.

