



Unleashing Passion and Purpose
In People and Organizations

DiSC Styles: Maximizing Your Strengths as a Leader

Purpose: Gain a greater appreciation for the impact leaders behavioral style has on the people they lead. Understand how each style communicates, deals with conflict and is motivated to perform. Develop strategies for effectively managing all styles.

Objectives:

- Compare and contrast the four major behavioral styles using the DiSC model
- Recognize the value of each style to your team and how to maximize their contribution
- Practice adapting to each style's approach to communication, conflict, stress, and achieving goals in order to lead more effectively
- Develop a plan for working with each person you lead

Discover the DiSC

- Introduction to styles theory
- The story behind the DiSC

Understanding DiSC Styles

- Describe the key characteristics of each style
- Identify your own style
- Compare the style of those you lead to your style
- Demonstrate your understanding of each styles strength and challenges
- Appreciate the similarities and differences of each style
- Recognize each styles value and contribution to the organization

Leading Effectively Using the DiSC Approach

- Compare each styles approach to communication
- Practice adapting your management approach to increase effectiveness as a leader
- Differentiate how each style responds to conflict
- Develop strategies for dealing with conflicts
- Learn strategies to address goals and fears in order to gain commitment from others

Action Plan

- Create an action plan for working with each style effectively

Methodology: This is a highly experiential program which combines short lectures, customized case studies, scenarios and exercises that are relevant the participants.

Recommended Length and Size: 1-2 days depending on depth. A shorter version can be customized upon request.

Materials: Customized Workbook, DiSC Classic 2.0 Online Assessment, and Understanding Behavioral Styles for Managers – online course is highly recommended as a prerequisite.