



Training ■ Facilitating ■ Coaching
Team Success

Objectives:

- Identify the four major behavioral styles using the DiSC model
- Understand your personal strengths and challenges based on the DiSC model
- Appreciate and work effectively with all styles
- Recognize each style's response to stress and conflict and learn strategies for adapting to styles different from your own
- Adapt your style to build rapport and enhance communication

Working with Different Styles

Purpose: Reduce conflicts, improve communication and productivity, and create more satisfying relationships by understanding and appreciating different behavioral styles.

Discover the DiSC

- Introduction to styles
- The story behind the DiSC

Understand the DiSC Model

- Learn the key characteristics of each style
- Identify your own style
- Identify the style of those you work with
- Appreciate the similarities and differences of each style
- Recognize your value and contribution to the organization

Working with Other Styles

- Discover how each style contributes to your team
- Adapt your communication approach for increased effectiveness
- Identify each style's preferred approach to communication
- What motivates and empowers each style
- Learn strategies to address goals and fears in order to gain commitment from others

Conflict and Stress

- Recognize each style's response to conflict and stress
- Discover strategies for reducing conflicts

Action Plan

- Create an action plan for leading each style effectively

Methodology:

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

Recommended Length and Size:

1-2 days depending on depth. A shorter version can be customized upon request.

Materials:

Customized Workbook and the DiSC Classic 2.0 Online Profile .