

What is DISC?

Imagine learning to speak a new language in just a few hours. Everyone has a different way they prefer to communicate with others. DISC allows us to explore these differences in order to better understand ourselves. By understanding ourselves we are then able to understand why certain people are much easier to work with than others and why there may be tension with people that have different styles than us. In an interactive onsite workshop you will learn fundamentals that will allow you to enhance all the relationships in your lives. Once you get the basics down, you realize how impactful stretching to work with other styles can be.

DISC refers to four core sets of behavior styles. The various combinations of the following styles determine our own natural communication style (language).

Dominant How one solves problems and deals with challenges.

Influence How one expresses themselves around others.

Steady How one approaches developing a plan.

Compliant How one prefers to deal with procedures.

What are some use cases for DISC?

- Team Building
- Communication Effectiveness
- Onboarding a new hire; will this person be a good fit for our team?
- 1:1 Coaching
- New Managers getting to know their teams

How it works?

- Participants take an online assessment (30 questions)
- Assessments are then broken down into a workshop (2 – 4hs) or 1:1 coaching sessions (1 – 2hs)
- Desired Participants 10-25 max

Survey Results

100% of the people that were surveyed found the course beneficial and would recommend DISC to a colleague.

Some responses to the question: Have you been able to apply the concepts you learned in your DISC workshop in real life?

"Yes, Definitely helpful in dealing with various stakeholders. I am more apt to change my style in response to cues I pick up on now. Before I would just keep trudging along and get frustrated."

"Yes. It gave me more patience and understanding when communicating with others. It allowed me to cater to each personality type, giving both parties a better overall experience."

"The email part was super useful to me. I was able to increase response levels by 'matching' writing style to specific people."

"One of the best classes I've taken! Also it's very helpful for skills outside of work."