

DISC ~ UNDERSTANDING HUMAN BEHAVIORS AND MOTIVATORS WORKSHOP

INTRODUCTION: We all know that human behavior impacts our ability to work together effectively, but why is it that our knowledge of this sometimes gets lost in translation into effective behaviors when it comes to working with others? Organizations which explore this find a “secret sauce” of sorts, which allows them to work together effectively.

OBJECTIVE: Learning about human behavior, and utilizing this knowledge to enhance personal and team effectiveness.

WHO SHOULD ATTEND: Anyone seeking a better understanding of human behavior, as well as those seeking to improve their ability to understand themselves and others, and improve upon how they work with others.

PROGRAM OVERVIEW: Learning and utilizing the DISC assessment instrument can be one of the most interesting and powerful aspects of personal and professional development. DISC is an acronym for the four core behavioral styles we all have:

DOMINANCE – The degree to which we take on challenges and problems

INFLUENCE – How much we like to interact with others

STEADINESS – What pace we prefer in our environment

COMPLIANCE – How we follow rules set by others

Human behavior drives our ability to work with and through others. Understanding oneself is the beginning of understanding others around you. Learning the DISC behavioral assessment tool helps individuals come to an understanding of how their personal behavior style impacts their ability, desire, and motivation to work in the

- Communicating with Style
- Customer Service
- Employee/Manager
- Executive Version
- Job and Talent Profile
- Personal Motivators
- Sales
- Strategic Sales Index
- Team Building
- Time P.L.U.S
- Task Preferences

environment they are in, and how to interact with different behavioral styles of those around them. The breadth and depth of these Behavioral Profile Reports is extensive, including, but not limited to:

The inherent value in these reports lies in the learning of human behavior and how to utilize the information from them to enhance personal and team effectiveness.

Kerr Hill consultants are experts in providing one-on-one or group learning sessions on any of these.

METHODOLOGY: Engaging, interactive based learning which includes high level audience participation, video review and assessment, group Q&A and action planning.

PROGRAM LENGTH: Half or full day