

Using DiSC Assessments to Improve Performance (4 Hours)



Days: 1/2

Audience: This workshop is appropriate for all levels of employment.

Description: Using results from a DISC assessment, participants will explore their individual behavioral and motivational styles and identify their strengths and areas for growth and development. A major goal of this workshop is to help you understand the impact your communication skills have on other people. You will also explore how improving these skills can make it easier for you to get along in the workplace, and in life.

Course Objectives: At the end of this workshop, participants will be able to:

- Identify individual DISC personality strengths and areas for growth and development
- Define a skilled communicator and identify communication strengths and weaknesses
- Explore tips for becoming a better listener
- Learn how attitude affects how we communicate

OUTLINE:

LESSON 1: COURSE OVERVIEW

- The instructor will spend the first part discussing what will take place during the workshop and getting to know participants. Participants will have the opportunity to identify their personal learning objectives.

LESSON 2: DISC ASSESSMENT AND RESULTS REVIEW

- Participants will take the Quick DiSC form of the DiSC Assessment and have their results at the end of the assessment.
- The instructor will give an overview of what the DiSC Assessment Profile involves

and how it relates to the participants' results.

LESSON 3: SKILLED COMMUNICATION AND ACTIVE LISTENING

- Participants will discuss the characteristics of skilled communicators and what that looks like within each area of the DiSC model. Participants will also discuss active listening and other foundational communication aspects.

LESSON 4: THE IMPORTANCE OF ATTITUDE

- Participants will learn about sympathy, empathy, positive intent, frame of reference, reframing, focus, and being genuine.