



DiSC® Dimensions of Behavior **Behavioral Profiling**

Why do we do what we do? What impact does our behavior have on others? How does the behavior of others affect us? Why is understanding it all so critical to our productivity and success? These questions and more are addressed in this thought-provoking, skill-building seminar designed to increase awareness of our strengths as well as our personal growth opportunities.

In this session, participants learn to identify and understand behavior styles – theirs and other’s – by completing the DiSC® Classic behavior profile by Inscape Publishing. By analyzing their own profiles, participants prepare to explore the most effective ways to relate to others and communicate in light of identified behavior styles. This information is particularly useful for anyone who needs to interact with a variety of customers, work effectively in a team, or motivate employees and colleagues.

4-hour Session:

- How to use the DiSC® Classic Personal Profile System
- Defining and understanding behavior
- Interacting effectively with other behavioral styles
- Successful strategies for working together and increasing productivity
- Effective ways to motivate using different behavior styles
- How to strengthen communication by using different methods based on differing behavioral styles.

NOTE: We do offer a shortened version of our popular 4-hour session. This 1-2 hour session is geared toward groups who would like a foundational understanding of behavior styles. Participants will take the profile (electronic or hard copy), score it, and then get with their groups to learn how to interact with the other styles more effectively.

Suggested uses for the DiSC® Classic Personal Profile System:

- Prior to a Team Building event
- In a Leadership training series
- As part of a Internal Customer Service training program
- As part of an External Customer Service training program
- In a Conflict Management training program
- In a Communication training program

**Call today for more information about these
exciting programs!
800.577.4293**

These sessions also offered in Spanish.