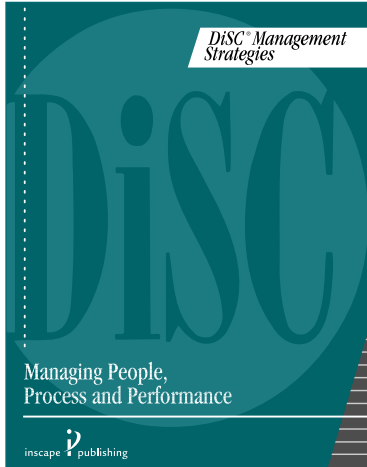


DiSC® MANAGEMENT STRATEGIES



DiSC® Management Strategies

- DiSC®
- Change Management
- Coaching
- Communication
- Customer Service
- Sales
- Diversity
- Leadership
- Management Development
- Teams
- Time Management

MANAGING PEOPLE, PROCESS, AND PERFORMANCE

DiSC® Management Strategies offers practical new strategies for effectively managing behavioral differences in today's fast-paced work environment. This flexible, easily integrated program has been shown to enhance individual and team performance by improving communication, reducing conflict, and increasing productivity.

BOOST MANAGEMENT EFFECTIVENESS

DiSC Management Strategies can be used as a stand-alone program or as an addition to your current management or team training to help individuals:

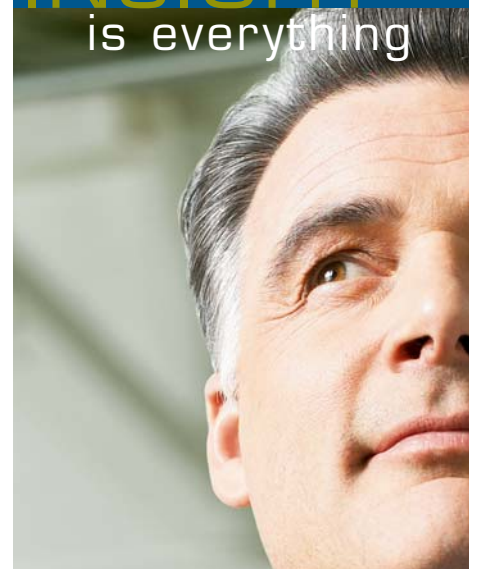
- identify and resolve four types of conflict
- understand their natural work behavioral style and develop an action plan for self-management
- learn people-reading techniques and strategies for managing others based on their behavioral style
- identify the behavioral needs of a specific job
- apply performance management approaches based on levels of motivation, ability, and style



INSCAPE PUBLISHING

The power to transform individuals, teams, organizations. Inscape pioneered the original DiSC® learning instrument over three decades ago. Today, we continue to create innovative products and services that inspire, energize, and empower individuals. Available in 21 languages in over 40 countries, our extensively researched, time-tested resources create the opportunity for transformational experiences. We have helped more than 40 million people develop a deeper understanding of themselves and their relationships, discover their full potential, and realize greater success.

INSIGHT
is everything



FLEXIBLE FORMAT ADAPTS TO MEET USER NEEDS

DiSC® Management Strategies is a four-part workshop that can be facilitated in two consecutive days or in four separate sessions.

In Module 1, participants:

- identify their own behavioral style using *DiSC Classic*
- apply DiSC strategies to create an action plan for managing performance

In Module 2, participants:

- apply DiSC strategies to read other people's styles
- create an action plan for managing others

In Module 3, participants:

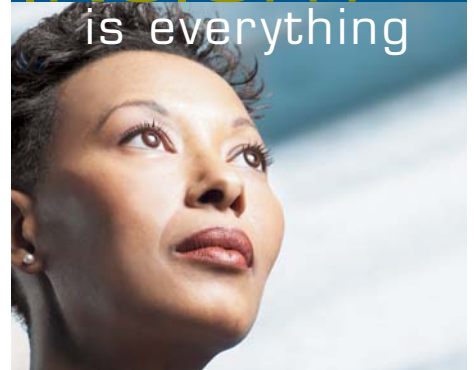
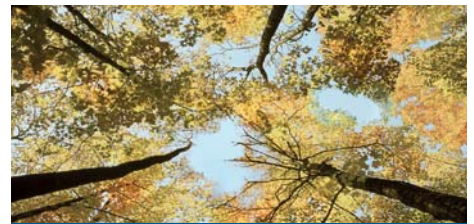
- develop an action plan for matching their behavioral style to behavioral expectations of the job
- discover strategies for shifting from one role to another
- learn how to use DiSC to manage career development

In Module 4, participants:

- identify specific performance issues
- apply management approaches based on willingness, ability, and style
- create an action plan for managing another's performance

COMPREHENSIVE MANAGEMENT TRAINING IN ONE EASY-TO-USE PROGRAM

The *DiSC Management Strategies* program materials offer everything your management team needs to manage self, others, and job performance.



Gloria Carter-Hicks

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