

# DISC Training Materials



## Welcome.... DISC Certified Grads!

### What is in the "DISC Training Materials"?

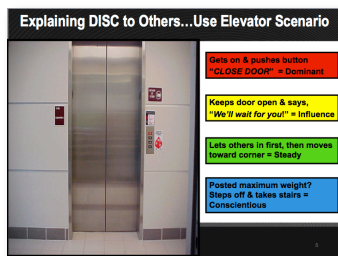
Over the years, so many of you Grads have shared with me your impressive DISC Training Materials; *Handouts, PPTS, Learning Activities*. In addition, you have contributed some wonderfully practical approaches to *Implementing DISC Training* as well as how to *Follow-Up and Reinforce DISC* in your organizations.

The **DISC Training Materials**, are the compiled wisdom and experience of your DISC Grad Community. It is a continually growing collection of FREE DISC Resources, and in most cases with an option for you to customize for your organization's needs . Dates are included for each document (for easier reference.) I do ask, where you see one of your fellow DISCcert Grads mentioned as the author, please give them the well-deserved acknowledgement they are due in the DISC Materials you use.

YOU and YOUR DISC Training, DISC Coaching are truly touching the lives with the simple, yet so powerful DISC Practices. **YOU** are bringing hope, energy and practical DISC teachings that inspire people to be ALL they can be.

And below are just a few images to show you what FREE DISC Training Resources await you. To locate, see Folder Reference.)

*With much appreciation and admiration,*  
Bonnie



(PPT Folder)

Topic	Objective	Material
1.1-1.3	Cover - Outline	1-3
1.4-1.6	What is DISC? Theory Motivation Match-up	4-6
1.7-1.9	Part 1: Personal Style Graph 1: Dominance Graph 2: Influence Graph 3: Steady Graph 4: Conscientious	7-9
1.10-1.12	Strengths, Motivations, Tips (Cover "What DISC Summary")	10-12
1.13-1.15	Part 2: Plan: Graph 1: Engagement Graph 2: Influence Graph 3: Steady Graph 4: Conscientious	13-15
1.16-1.18	Country Story: Graph 1: Engagement Graph 2: Influence Graph 3: Steady Graph 4: Conscientious	16-18
1.19-1.21	Healthy Relationships: Graph 1: Engagement Graph 2: Influence Graph 3: Steady Graph 4: Conscientious	19-21
1.22-1.24	Final Review, Summary, Thank You	22-24

(Lesson Plan Folder)

**TV Trivia**

**Objective:** Trivia (great as an icebreaker or in team or student).

**Goal:** Trivia for reviewing how to identify the behaviors in different styles.

**Materials:** Show, answer questions for each team. If time, create trivia on the show, via hand.

**Preparation:** Individual team lists (highlighted) of the related vocabulary of each communication style. Create one sample to group. See below.

**Grouping:** Put in 4 teams.

**Timing:** 15-20 minutes total.

**Assignment:** Give each team with the answer to the TV Show or movie's list of characters and the corresponding style in character. All questions within a group must come from the show. (Check group work during process, and if time allows, answer).

**Debrief:** Each team explains justifies their choices. (This leads easily to "ah-ha's" and "got it's")

**Notes:** This activity also provides great insight into how different communication styles fit.

(Learning Activities Folder)

Name	Natural Style	Communication Tip
Allen	Dc	"Put the details in writing, but don't pine on discussing them too much."
Beth	Si	"Give your co-workers the show become reality." (Be prepared to handle some objections.)
Cathy	St	"Plan some extra time in your calendar for talking, relating & socializing."
Ken	CS	Show sincere interest in her as a person.
Margaret	I	Be clear in your expectations.
Fred	Sc	Be candid, open, & patient.
Ruth	Sd	Break the ice with a brief personal comment.
Sam	Sd	Ask "how" oriented questions to draw her out.
Sherry	Ci	"Provide logical and practical evidence."
Tim	CS	"Provide testimonials from people she sees as important and prominent."
Vivian	I	"Present your ideas & opinions as a non-threatening way."

(Follow-up Folder)