Timing	Minutes	Slide #	Slide Title	Trainer Summary Notes (see PPT Notes for details)	Report Pg #	Trainer's Notes
				4 HR DISC Training - Lesson Plan		
				(Green is Activity)		
				(Blue is Activity & Video)		
	15	1	**Welcome to**	**Intro**		
		2	Before we Dive in .	Activity: "Write Name" w/ natural hand, then switch. Awkard? BUT... You can stretch!		
		3	Org Values	Insert Organization's Values to show How DISC is Supportive		
		4	3 P's	Purpose, Process, Payoff		
		5	RoadMap	DISC Background, Natural Style, Adaptive Style, Applying DISC		
	15	6	**DISC Background**	**Part One**		
		7	What is DISC?	Elevator Slide: How many been on elevator today? Observe any of the following?	3	
		8	History	Dr Marston, Lie Detector Research helped him discover DISC Styles, Published Bk		
		9	DISC Model	Review DISC Model	3-4	
		10	Motivators	Motivator Match-up		
	60	11	**Natural Styles**	**Part Two**		
		12-13	Natural Graphs	"Pg 6" Emphasize Style not Skill, 24/7, Work & Home. Like your Native Language-Can't change.	6	
		14-25	D-I-S-C Explanation	Describe Each Style - High, Below & Near Energy Line. Fine if Style(s) above, below or near!	6	
		26	Word Sketch	Activity: Select 1 word best describes you. Stand, connect with someone & share graph & 1 word.	7	
		27	Identify DISC Styles	Activity & Video: Watch & they list DISC Style for each of 4 **Videos**. Return to first video & debrief.		
				(Note: Click below link by each Styel & correct Style will appear.)		
		28	Group - DISC	Review Your Group's Natural DISC Quadrant (from "Team Report" Page 5)		
		29 - 31	Strengths by Style…	Activity: Strengths, Motivators, Communication Tips.. Ask a D to share, Then ask an I..	14	
				(Note: If description shared is not a match for Style, probably combination. Most are.)		
		32	Pair & Share	Activity: Have different Styles paired up together. (Trio is fine.) Time for just one	8	
	15.00	33	**Adaptive Styles**	**Part Three**		
		34 - 38	Adaptive vs Natural	Explanation, What if Adaptive & Natural are same? Different? Word Sketch.		
		39	Can You Stretch	Activity: Folding of arms natural way & then switch. Feel awkward. And.. Yes You Can Stretch!		
	60	40	**Natural Styles**	**Part Four**		
		41	Overview of Four	Review Highlights of Page. E.g. Stressors at bottom of page. Ask: Sound like you?	17	
		42-43	Non-Verbal	Activity: In pairs shake hands as a D, ask "What was that like?" then new pair as a I, ...	18	
		44-47	Name that Style	Activity: As you quickly review each one, they list style. Do all 4. Return to Slide 24 to Debrief.	19	
		48	Country Story	Shares your travel story of stretching and the results.	20	
		49	Prep for a Trip	Activity: Continues with benefits of stretching. And Then have class stand & stretch		
		50	Styles & Tips	Tie in 4 Country Analogy. Pages 21 & 22 represent 4 Countries and Langurage Tips.	21 & 22	
		51	Case Scenarios	Activity: Assign Case Scenarios. Pg 21 & 22 help to ID Styles & Select , then Transfer 2 Best Tips.	23 & 24	
		52	2 Key Questions	Activity & 1 Video. (First review Pace & Priority & need to stretch.) Show video. Ask Pace? Priority?	25	
		53-58	The DISC Story	Activity: Easy Role Play. 2 Volunteers take on 2 different DISC Styles. Discuss.. Stretches Needed		
		59-64	Emailing	Activity: Review Tips, then emails as attendees list Style. Return to Slide 61 to Hear discuss answers.	26, 27	
		65-66	How to Modify	Additional Tips for Modifying one's Pace and Priority	28	
		67-69	Action Plan	Activity: Select Direct Report, Tip for Identifying Styles	29	
		70	Mgr Action Plan	Review		
		71	Personal Power	Review Highlights of Page. E.g. Stressors at bottom of page. Ask: Sound like you?		
		72-81	Leader Flexing Tips	9 Pages in Leadership Report - How Leader applies DISC to Direct Reports		
		82	Mgr Action Plan	Activity: Leaders Read over pages and select Tips to Use with Direct Report & List on Worksheet		
				Part Five		
	15	83-84	First Encounter?	Start as "Steady" and observe and flex as needed.		
		85	Key Insight?	Activity & Video: List & Share. Video of Robin Williams stretch High "I" to "C". We all can stretch!		
		86	Thank you	Paths End - Journey's Start (Might mention DISC Tips is available. Do they want to receive?)		