

60 Min. Lesson Plan DISC Training Session 8-28- 2019				
(Green = Activities)				
(Blue = Short Movie Clips)				
Time	Min.	Slide	Section	Report Notes (DETAILED SCRIPT IN PPT "NOTE FORMAT")
		1	Intro	No slide for "Intro Section"
5	1	2	Increase Your Communication Success with DISC?	
		2	Before We Dive In ...	Write Name with natural hand, then switch. You can stretch!
		3	The Three P's: Purpose, Process Payoff	You may want to rename Objectives
		4	Communication Success - Learn DISC A, B, C's	Agenda
		5	Part 1 - DISC Background	
5	6	8	What is DISC? - Ride an elevator today? (ANIMATED)	3 Ask them what do they observe in others
		8	DISC Model - Since 1928 "Pace & Priority"	Pace is the easiest one to identify because it is more visible.
		10	Part 2 - Natural Style	
5	11,12	13	Natural Graph II Explanation	6 Emphasize: Style not Skill, 24/7, Work & Home
		13	What Determines Natural Graph	6 Their Selection of "Least" when they took the Assessment
5	14-17	18	D, I, S, C Graphs	6 Describe Styles-Orientation ; high, below & near Energy Line
		18	Natural Word Sketch	7 Have them stand & move around & share
10	19	20	Identify DISC Styles (Show 4 Short Clips) (ANIMATED)	Tell attendees you'll be asking them to identify styles. Matt Damon - S, Gregory Peck - C, Julianna Margulies - D, George Clooney - I
		20	Team Styles	Insert Your Group's Natural DISC Quadrant- See "Team Report" Pg 5
5	21,22	32	Strengths, Communication Tips	11, 14 Ask Individuals to share their style examples
		32	DISC Behaviors -Non-verbal Examples	18 Activity: Demonstrate handshakes in pairs.
5	38	39	Prep for Trip to Visit another Country	20 Share story of your stretching &/or ask group for examples.
		39	DISC Styles - 2 Key Questions - Pace? Priority? (ANIMATED) (Show 1 Short Clip)	25 "The Great Outdoors." John Candy - Steady...talks about family, nature & is calm. Dan Akroyd - Conscientious...elaborates in detail detail &
		40	Behavior Styles --- Communication Tips to Use with Each Style	21,22 Ask all to review & they will refer while doing Case Scenarios.
5	49	50-53	Email: Communication Tips	26 Instruction
		50-53	Email Decoding Worksheet (First do Email #4 as a large group.) (ANIMATED)	26,27 Then assign other 3 groups one of remaining emails to decode & respond to.
5	55, 59	63	Action Plan for All Four Styles	29 Participants just select 1 co-worker they know well
		63	How DISC Supports Your Organization's Values	Prior to Training tie Your Organization's Values with DISC
		64	DISC Tips	Weekly Short Reminders. First D, following weeks I, S, C... (11 Series)
5	65	66	What was your Key Insight? (Show 1 Movie Clip)	"Patch Adams"- Robin Williams is Natural high I Style and flexes into a high C when conversing with his boss who is a high C.
		66	How to Increase Communication Success? APPLY DISC A,B,C	A,B,C Aware, Be open, Can do. Use Fun Ending. Have people stand if they are going to do emails, be in mtgs that day. Then self-applause.