

2.5 Hour 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"
10		1	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 the DISC A, B, C's		Agenda
		5	Part 1 - DISC Background		
5		6	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.
5		9	Motivation Match-up (ANIMATED)		
		10	Part 2 - Natural Style		
5	11,12		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
10	14-17		D, I, S, C Graphs	6	Describe Styles-Orientation ; high, below & near Energy Line
5		18	Natural Word Sketch	7	Have them stand & move around & share
10		19	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
10	21,22		Strengths, Communication Tips	11, 14	Ask Individuals to share their style examples
10		23	Pair and Share - With a Different Style than Yours	11, 14	If participant did Pg 8, Summary Pg they can refer to Pg 8
		24	Part 3 - Adaptive Style		
10		25	Adaptive Graph	15	Explain Adaptive is a 1 day view & can represent a longer period too.
		26	What determines Adapted Graph results?		Their Selection of "Most" when they took the Assessment
		27	Adaptive Word Sketch	16	
		28	Similar or Different - Better?		Emphasize it's ok if Natural & Adaptive are same or different.
		29	If needed ... Can you Stretch?		Folding Arms Activity
		30	Part 4 - Applying DISC		
5		31	Overview of Four Basic Styles		
		32	DISC Behaviors -Non-verbal Examples	18	Activity: Demonstrate handshakes in pairs.
10		33	DISC Style - Name that Style Worksheet	19	Instructions
		34-37	Name that Style - Activity	19	
5		38	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.
10	42-47		A DISC Story		Role Play with Jane & Carlos
15		48	Email Decoding Activity	26	Introduction
		49	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.
10	54-60		Action Plan for All Four Styles	29	Participants just select 1 co-worker they know well
5		61	What if this is your first encounter?		
		62	Bonus Tip 1. Start as if they are a Steady Style.		2. Then pay attention to their response & stretch if needed
		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)
10		65	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.
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