



3 Hour Lesson Plan DISC Webinar Training

01/11/23

Key
(Green = Activities)
(Blue = Short Movie Clips)
Note: You Customize Slide 21 & 64

Time (Trainer Fills In)	Min.	Slide	Section	DISC Report Page	Notes (DETAILED SCRIPT IN PPT "NOTE FORMAT")
	5	1	Increase Communication Success ... with DISC!		Welcome
		2	Before We Dive In ...		Write Name with natural hand, then switch. You can stretch!
		3	Training Objectives: The Three P's (ANIMATED)		You may want to rename Objectives
		4	Training Outline		Agenda
Total Time: 5					

	10	5	#1 - DISC Background		
		6	What is DISC? ... Ride an elevator lately? (ANIMATED)		Ask participants what they've observed while getting on an elevator
		7	DISC History		Marston - Developed the DISC Model
		8	DISC Behavior - Definition (ANIMATED)		Refers to one's actions before or towards others
		9	DISC Styles - How to Identify (ANIMATED)		Emphasizing the 2 questions: Pace? Priority?
		10	Motivator Match Up (ANIMATED)		Substitute your own examples. Use to introduce combo styles. E.g. Tony R (ID)
Total Time: 10					

	15	11	#2 - Natural Graph		Intro
		12 - 13	Natural Graph	6	Explanation. Emphasize: Style not Skill, 24/7, Work & Home
		14	Natural Graph Determined By ...	6	Their Selection of "Least" when they took the Assessment
		15 - 18	D, I, S, C Graphs	6	Describe Styles-Orientation ; high, below & near Energy Line
		19	Natural Word Sketch	7	Ask attendees... Do the highlighted words sound like them?
		20	Identify DISC Styles (Show 4 Short Movie Clips) (ANIMATED)		Ask attendees... Pace? Priority?
	5	21	DISC Team Styles		Insert Your Group's Natural DISC Quadrant- See "Team Report" Pg 5
		22 - 23	DISC Styles & Strengths, DISC Styles - How to Connect	11 - 14	If participant did Pg 8, Summary Pg they can refer to Pg 8
	20	24	Pair and Share - With a Different Style than Yours	11 - 14	Pair up and ask them to have private chats with Partner on Assignment. Or use Break outs.
Total Time: 55					

	5	25	#3 - Adapted Graph		Intro
		26	Adapted Graph	15	Emphasize 3 R's; Role, Responsibilities and who you are Relating to
		27	Adapted Graph - Similar? Different ?	15	Both are fine.
		28	If needed ... Can you Stretch?	15	Stretching requires practice and commitment.
Total Time: 5					

	5	29	#4 - Applying DISC		Intro
		30	Business Problems 80% Poor Communications		Lack of respectful communications due to different Communication Styles
		31	Overview of 4 Basic DISC Styles	17	Review
		32	Pace? Priority? Non-Verbal Tips	18	Ask for other examples of Non-Verbal Tips
	10	33 - 37	Name that Style	19	See Report Page 19 for instructions
		38	If You Visit a Foreign Country (ANIMATED)		Share story of your stretching &/or ask group for examples.
		40	Extra stretching needed? (ANIMATED)	25	Ask: Where are biggest stretches needed and why?
	15	41	Pace? Priority? Tips for Responding	21 - 22	Helpful reference list. Like a Translation Book.
		43 - 48	A DISC Story		Roleplay: Jane is a High I and Carlos is a high C. Debrief.
		49 - 50	Email: Communication Tips	26	Be sure to include Pace and Priority Questions.
	20	51 - 54	Email Decoding (ANIMATED)	26 - 27	Ask participants to read & then have them identify Pace & Priority clues. Then have people write in chat box their email response.
	25	55	Selling a Vacation		See Instructions/Handout in Resources; Folder: Training Tools; Tab "Learning Activities".
	15	56 - 62	Action Plan for All Styles	29	Participants just select 1 co-worker they know well
Total Time: 90					

	15	63 - 64	What if this is your first encounter? (ANIMATED)		Review practical examples
		65	DISC Supports Your Organization's Values		Prior to Training, customize so DISC supports your Organization's values
		66	Weekly DISC Tips		Weekly Short Reminders. First D, following weeks I, S, C... (11 Series)
		67	What was your Key Insight Today? (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.
		68	Increase Communication Success ... with DISC!		Emphasize all the applications and remind them Pace & Priority.
Total Time: 15					