



4 Hour Lesson Plan DISC Webinar Training

2/11/2021

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

Time	Min.	Slide	Section	Report	Notes (DETAILED SCRIPT IN PPT "NOTE FORMAT")
	10	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
	20	5	#1 - DISC Background		
		6	DISC Measures Non-Verbal Communication		Knowing that communication is 70% non-verbal, and the fact that DISC measures non-verbal actions, helps to explain why understanding DISC Styles is so important.
		7	What is DISC? ... Ride an elevator lately? (ANIMATED)		Ask participants - what they've observed while getting on an elevator
		8	DISC History		Marston - Developed the DISC Model
		9	DISC Behavior- Definition (ANIMATED)		Refers to one's actions before or towards others
		10	DISC Styles - How to Identify (ANIMATED)		Emphasizing the 2 questions: Pace? Priority?
		11	Motivator Match Up (ANIMATED)		Substitute your own examples. Use to introduce combo styles. E.g. Tony R (ID)
	45	12	#2 - Natural Graph		Intro
		13-14	Natural Graph	6	Explanation. Emphasize: Style not Skill, 24/7, Work & Home
		15	Natural Graph Determined By ...	6	Their Selection of "Least" when they took the Assessment
		16-19	D, I, S, C Graphs	6	Describe - Styles-Orientation ; high, below & near Energy Line
		20	Natural Word Sketch	7	Ask attendees... Do the highlighted words sound like them?
		21	Identify DISC Styles (Show 4 Short Movie Clips) (ANIMATED)		Ask attendees... Pace? Priority?
		22	DISC Team Styles		Insert Your Group's Natural DISC Quadrant- See "Team Report" Pg 5
		23-24	DISC Styles & Strengths, DISC Styles - How to Connect	11, 14	If participant did Pg 8, Summary Pg they can refer to Pg 8
		25	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.
	15	26	#3 - Adapted Graph		Intro
		27	Adapted Graph	15	Emphasize 3 R's; Role, Responsibilities and who you are relating to
		28	Adapted Word Sketch		
		29	What Determines Adapted Graph Results		
		30	Adapted Graph - Similar? Different?	15	Both are fine.
		31	If needed ... Can you Stretch?	15	Stretching requires practice and commitment.
	135	32	#4 - Applying DISC		Intro
		33	Business Problems 80% Poor Communications		Lack of respectful communications due to different Communication Styles
		34	Overview of Four Basic DISC Styles		
		35	Pace? Priority? Non-Verbal Tips		
	[15]	36 *	"Name that DISC Style"		
		37	Sarah's Style?		
		38	Mr. Hall's Style?		
		39	Peter's Style ?		
		40	Susan's Style?		
	[5]	41	If You Visit a Foreign Country (ANIMATED)	18	Share story of your stretching &/or ask group for examples.
	[15]	42 *	Sporting Event - DISC Styles? (ANIMATED)		
		43	Extra stretching needed? (ANIMATED)	25	Ask: Where are biggest stretches needed and why?
		44	Pace? Priority? Tips for Responding	21,22	Helpful reference list. Like a Translation Book.
	[30]	45	DISC Styles: Case Scenarios (ANIMATED)		
	[15]	46-51	A DISC Story		Roleplay: Jane is a High I and Carlos is a high C. Debrief.
	[30]	52	Email Decoding Activity		
		53	Email: Communication Tips	26	Be sure to include Pace and Priority Questions.
		54-57	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.
	[30]	58 - 64	Action Plan for All Styles	29	If Manager Training - Go to DISC Resources > Training Topics > Management:. Use the following: Management Worksheet, Manager's Role
	15		Closing		
		65-66	What if this is your first encounter? (ANIMATED)		Review practical examples
		67	DISC Supports Your Organization's Values		Prior to Training, customize so DISC supports your Organization's values
		68	Weekly DISC Tips		Weekly Short Reminders. First D, following weeks I, S, C... (11 Series)
		69	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.
		70	Increase Communication Success ... with DISC!		Emphasize all the applications and remind them Pace & Priority.

Recommended Handouts:
 DISC Stress Handout
 DISC Summary Tips

Recommend use Coaching Worksheet prior to training
 * Possible Activity Substitutes: Selling a Vacation, Divide & Conquer