



# 90 Min. Lesson Plan DISC Webinar Training

## 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	<b>Intro: Increase Communication Success ... with DISC!</b>		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
	10	5	<b>1. DISC Background</b>		
		6	What is DISC? (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	DISC - Motivator Match Up (ANIMATED)		Substitute your own examples. Use to introduce combo styles. E.g. Tony R (ID)
	30	11	<b>2. Natural Graph</b>		Intro
		12 - 13	Natural Graph	6	Explanation. Emphasize: Style not Skill, 24/7, Work & Home
		14	Natural Graph - Determined By	6	Determined by 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 the DISC Styles (Show 4 Short Movie Clips) (ANIMATED)		Ask attendees... Pace? Priority?
		20	DISC Team Styles		Insert Your Group's Natural DISC Quadrant- See "Team Report" Pg 5
		21 - 22	DISC Styles - Their Strengths, DISC Styles - How to Connect	11, 14	If participant did Pg 8, Summary Pg they can refer to Pg 8
		23	Pair and Share	11, 14	Pair up with a Style different than theirs and ask them to have private chats with Partner on Assignment. Or use Break outs.
	5	24	<b>3. Adapted Graph</b>		Intro
		25	Adapted Graph	15	Emphasize 3 R's; Role, Responsibilities and who you are Relating to
		26	Adapted Graph - Similar? Different ?	15	Both are fine.
		27	If needed ... Can you Stretch?	15	Stretching requires practice and commitment.
	25	28	<b>4. Applying DISC</b>		Intro
		29	Business Problems		Lack of respectful communications due to different Communication Styles
		37	If You Visit a Foreign Country (ANIMATED)	18	Share story of your stretching &/or ask group for examples.
		38	Extra stretching needed? (ANIMATED)	25	Ask: Where are biggest stretches needed and why?
		39	Communication Tips	21,22	Pace? Priority? Tips for Responding - Helpful reference list. Like a Translation Book.
		41 - 46	A DISC Story		Roleplay: Jane is a High I and Carlos is a high C. Debrief.
		48	Email Decoding Activity	26	Be sure to include Pace and Priority Questions.
		49 - 52	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.
		53 - 59	Action Plan for All Styles	29	Participants just select 1 co-worker they know well
	10		<b>Closing</b>		
		60 - 61	What if this is your first encounter? (ANIMATED)		Review practical examples
		62	DISC Supports Your Organization's Values		Prior to Training, customize so DISC supports your Organization's values
		63	Weekly DISC Tips		Weekly Short Reminders. First D, following weeks I, S, C... (11 Series)
		64	What was your Key Insight Today? (Show 1 Movie Clip)		For the purpose of this training, we will be using the natural high I style and then we'll move into a high C when conversing with his boss who is a high C.
		65	Increase Communication Success ... with DISC!		Emphasize all the applications and remind them Pace & Priority.