



DISC Training - Lesson Plan - One Hour

(1 Hr to 1 Hr & 40 min)

*** = Options**

Segment #1 - Introduce Model and Interpret Graphs

(25 to 45 minutes)

Focus (Pgs refer to Report)	Slide #	Timing	Notes
Welcome, Objectives,	1,2	10 min	*Insert "Tell Me More About You"...
Intro DISC Model	3-5	5 min	Include YOUR country story *Insert "Divide & Conquer" PPTs)
Explain e-Graphs, Pg 6	6	5 min	Ask them to label
Describe Each Style	7 - 14	5 min	Emphasize a low pt is fine! *Reference "Tell Me More About..."
Debrief individuals' Graph II's *	15 *	10 min*	Ask permission first*
Review Group Breakdown*	16*	5 min*	Include only Graph II Breakdown*
Do Learning Activity: e-Graphs, Pg 6		10 min	Share their Graph with someone

Segment #2 - Comparing Graph II with I and Learning about other Styles

(15 -25 minutes)

Focus (Pgs refer to Report)	Slide #	Timing	Notes
Comparing Graph II with I Worksheet*	17 - 24*	10 min*	Instructions on Worksheet*
Review Strengths, Motivators,...	25 - 27	5 min	Ask attendees for their examples
Do Learning Activity: Summary, Pg 12	28	10 min	Pairs share strengths, motivators, tips

Segment #3 - Develop Practical Action Plan

(20 to 30 minutes)

Focus (Pgs refer to Report)	Slide #	Timing	Notes
Do Learning Activity: Action Plan, Pg 24	29	10 min	Attendees apply to 3 Prospects Upsell, Cold Call, Partially sold Determine style(s) & add check marks *Insert" Sales Worksheet" Use 1 Worksheet per Prospect to Develop Action Plans
Key Learnings?	30	5 to 10 min 5 min	In pairs, share Action Plan Write down. Ask share large group?
Thank you	31		



DISC Training - Lesson Plan For: _____

Segment #__ - _____ (__ to __ Minutes)

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Segment #__ - _____ (__ to __ Minutes)

Focus (Pgs refer to Report)	Slide #	Timing	Notes