



Leading With DiSC®

Influencing Performance

Leading With DiSC® integrates the Everything DiSC® Management Behavioral Model with Situational Leadership® practices to guide participants on a path of self-discovery into their own management style preferences and motivations. This discovery sheds light on the potential challenges and opportunities leaders encounter when working with individuals that exhibit inherently different DiSC® behavioral biases and preferences. The experience enables learners to leverage their awareness of an individual's DiSC® style to accurately diagnose Performance Readiness® Levels and adapt their leadership approach accordingly.



**New and
Experienced
Managers**



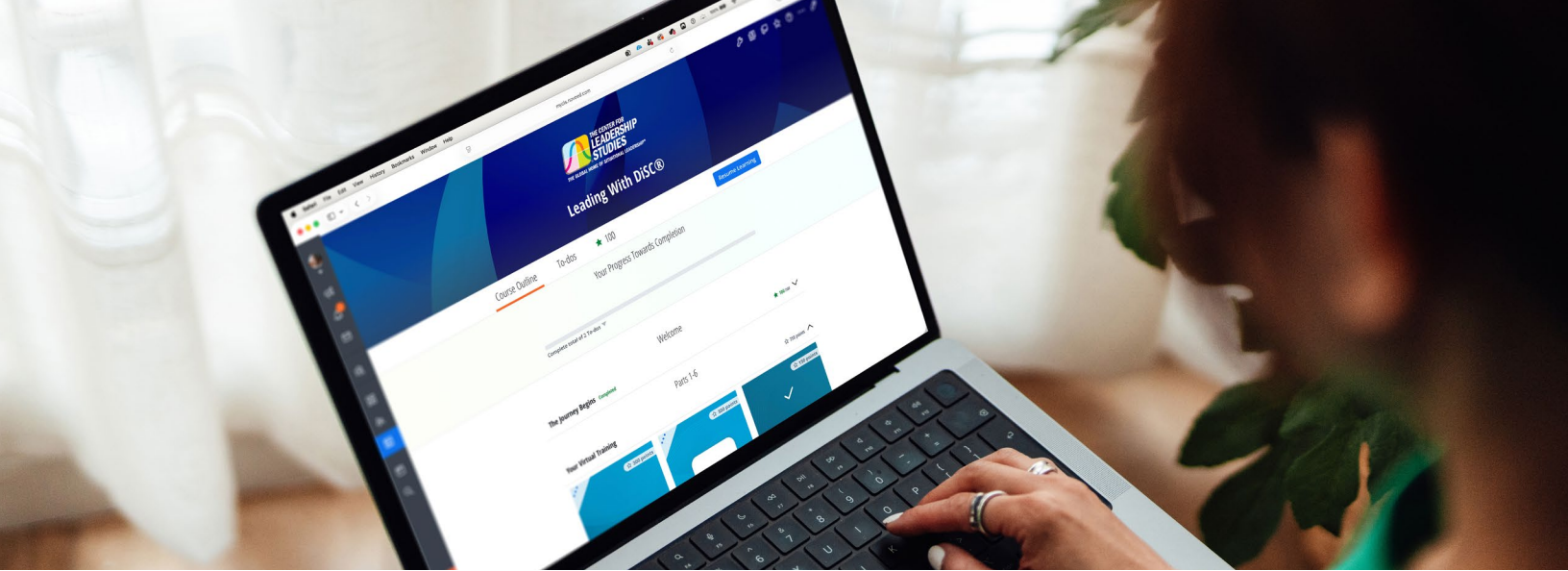
**Everything DiSC®
Management
Profile**



**Comprehensive
Sustainment**

Course Benefits

- ✓ Foster alignment and engagement with an objective language to influence behavior
- ✓ Build productive teams by maximizing the strengths of individual members
- ✓ Gain insight into how DiSC® preferences shape management style tendencies
- ✓ Enhance multidirectional influence skills with targeted, actionable communication strategies
- ✓ Apply an understanding of self and others to bridge differences in style, build relationships and optimize interactions



Agenda

Welcome: The Journey Begins

Part 1: Introduction to DiSC®

Part 2: Recognizing DiSC® Styles

Part 3: Adapting to DiSC® Styles

Part 4: DiSC® and Assessing Readiness

Part 5: DiSC® and Leader Behaviors

Part 6: Leading Up With DiSC®

“Communication with my team members has improved tenfold since I learned to identify their DiSC® styles. Understanding their preferred pace and behavioral tendencies has helped me shift and tailor my approach to their needs and build our relationship as well.”

–Procurement Manager for a Global Pharmaceutical Company

“This course was the breakthrough I needed to level up my interactions with direct reports, peers and my own leaders. I’m happy to report that the strategies I learned help me make others feel valued and heard, no matter the differences in our DiSC® styles.”

–Senior Manager at an Established Manufacturing Plant

Learning Formats

MODALITY	In-Person Instructor-Led	Virtual Instructor-Led
DURATION	1 day	2 half days
SEAT TIME	6 hours	6 hours
LEARNING STYLE	Synchronous	Synchronous
MATERIALS	Participant Workbook, Workplace Report and handout	Digital Participant Workbook, Workplace Report and handout