



Unleashing Passion and Purpose
in People and Organizations

Objectives:

- Identify the four major behavioral styles using the DiSC model
- Understand your strengths and challenges as a leader based on the DiSC model
- Lead and work effectively with all styles
- Discover strategies for communicating effectively with each style
- Recognize each style's response to stress and conflict
- Adapt your style to build rapport and enhance communication

LEADING WITH STYLE: MAXIMIZE YOUR STRENGTHS AS A LEADER

Purpose: Effectively lead all DiSC styles by understanding each person's behavioral style, their strengths and challenges and discovering how to bring out the best in each style.

Discover the DiSC

- ◆ Introduction to styles
- ◆ The story behind the DiSC

Understand the DiSC Model

- ◆ Learn the key characteristics of each style
- ◆ Identify your own style
- ◆ Identify the style of those you lead or work with
- ◆ Appreciate the similarities and differences of each style
- ◆ Recognize your value and contribution to the organization

Leading Other Styles

- ◆ Discover how each style contributes to your team
- ◆ Adapt your management approach for increased effectiveness
- ◆ Identify each style's preferred approach to communication
- ◆ Motivate and empower each style
- ◆ Learn strategies to address goals and fears in order to gain commitment from others

Communicate Effectively

- ◆ Recognize ineffective communication
- ◆ Practice effective communication strategies for each style

Conflict and Stress

- ◆ Recognize each style's response to conflict and stress
- ◆ Discover strategies for reducing conflicts

Action Plan

- ◆ Create an action plan for leading each style effectively

Methodology: Experiential program which combines short lectures, case studies, scenarios and exercises

Recommended Length: 1-2 days depending on depth. A shorter version can be customized upon request.

Materials: Customized workbook the DiSC Behavioral Style profiles are at an additional cost.