

## ► DISC COMMUNICATION STYLES WORKSHOP

### *Bridging Differences through Enhanced Self-awareness*

A team's success or failure depends on how well the individual values, motivations and communication styles of its members interact. Prior to the workshop you will take a unique online assessment, based on solid research, that generates an individual confidential report that will help you understand your unique communication style. During the workshop you will participate in individual and group activities that will improve your understanding and appreciation of the unique strengths and differences of others. As a result, you will become a better leader, communicator, team member and gain key strategies to create highly effective interpersonal relationships at work and at home.

#### HERE IS A BROAD AGENDA FOR WHAT WE WILL COVER:

##### In the first half of the workshop you will:

- > Learn and experience the DiSC Model of Behavior, including the latest DiSC research findings
- > Understand the strengths and challenges of your own communication style
- > Identify specific communications strategies to use with each of the different DiSC behavioral styles
- > Build bridges between people and build rewarding relationships

##### In the second half of the workshop you will:

- > Discover the four most costly conversations that undermine individual and team performance
- > Learn three guard rails for effectively managing difficult conversations in complex situations
- > Receive coaching and guidance around real life questions that matter to most people
- > Leave with some concrete actions for improving your leadership and teaming effectiveness

Effective teamwork requires relationship-building. Managers, supervisors and employees all need to take more responsibility in building and managing their relationships. DISC training is relationship management training. It's about taking the leadership role in resolving conflict and transforming working relationships into partnerships. By scheduling a DISC training workshop for your team, you will enable each team member to become a more effective relationship manager.

*From the moment Adam began our management seminar, the room stirred with an added air of excitement. Based in theory and practice, the seminar was jammed with takeaways, such as the Priority Matrix, the DISC personality theory and a conflict/compromise model. He infused personal insights from his corporate consulting into lessons that demonstrated the efficacy of various techniques and engaged the room in group and one-on-one activities to stimulate our strengths and offer rapid resolutions to pressing concerns. We all left with fresh insights, an action plan and new understandings. I would definitely recommend you or your employees attend his seminar(s).  
You will never forget it!*

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