



DISC BEHAVIOURAL PROFILING



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Course Overview

The DISC Personality System is the behavioural global language. Four main groups can be formed from behavioural features, according to research. Individuals that share a style often have particular behavioural traits associated with that style.

Dominance

Decision- Makers, Direct in Communication, Risk- Takers, Competitive, Goal & Results-Oriented, Innovative, Challenges the Status Quo

Influence

Outgoing, Welcoming, Enthusiastic, Optimistic, Impulsive, Persuasive, Emotional, Encourager of Others, Creative Problem Solver, Influential

Steadiness

Stable, Reliable, Values Safety & Security, Sympathetic to Others, Team Player, Non-Confrontational, Peacemaker, Loyal, Patient, Consistent

Compliance

Accurate, Conscientious, Systematic, Organised, Analytical, Fact-Finder, Even-Tempered, Methodical, Thorough, High-Standard



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Our Certified Practitioners help organisations who want to have a better understanding of their colleagues and use this in a positive way to help drive communication and avoid personality and behavioural misunderstandings. This powerful tool is an excellent way to develop individuals and teams and create a more harmonious workplace.

The DISC system gives businesses an efficient tool to maximize the potential of their current workforce, boost output, improve collaboration and teamwork, and eventually boost profits.

The 1 day course will cover:

- Discover the meaning behind the three graphs that make up the DISC profiles and discover how to explain them to your clients.
- Recognise the meaning of the various graphs and be able to provide your customer with input without having to read the entire report.
- Identify and comprehend any variations between the three graphs, and investigate potential causes.
- Recognising the meaning of the "special patterns," blends, and combinations that frequently appear in the graphs, as well as how to approach them with a customer during feedback sessions
- Practice reporting "feedback" in a workshop setting that is secure and encouraging.
- Utilising the DISC paradigm, hone your coaching and people-management abilities.



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By the end of the training, participants will be accredited to recognise and comprehend other people's communication styles in addition to knowing their own "preferred" communication style. They will discover how to adjust their approach to lead, inspire, and motivate others, as well as how to modify their natural communication style when necessary and suitable. Understanding DISC also makes it easier for people to create tactics to deal with people who may come across as "difficult," as well as to understand why this could happen.