

## Course Objectives & Outline

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### Knowing Yourself, Know and Adapt to Others- DiSC® Workshop

This workshop engages individuals in one of the most important aspects of leadership- self-awareness. Prior to attending the training, participants complete a DiSC® Management Profile that is then used to guide the training in order to build self-awareness.

Once self-awareness is established, participants learn how to read the styles of others through a simple two-step process. This allows participants the opportunity to apply the understanding they have of individuals' preferences and priorities to lead more effectively, realizing that there is not a one-size-fits-all approach to leading, but rather the best approach to lead depends on the individual(s) they are working with.

#### **Course Objectives:**

Following the completion of this course, participants will be able to:

1. Build Self-Awareness
  1. Understand the DiSC® Model of personality styles.
  2. Understand his/her DiSC® Style including their personal priorities.
  3. Understand how his/her DiSC® Style impacts their management preferences/tendencies, time-management and decision-making skills and how these characteristics impact those he/she manages.
2. Understand & Adapt to Others
  1. Apply people reading techniques through the DiSC® Model.
  2. Use the awareness of different peoples' style to respond appropriately through behaviors to be a more effective manager.
  3. Understand techniques for managing upwards.
  4. Create an action plan for working with his/her manager for more effective business results.