Understanding Behaviors and Personality Types Using the DISC Assessment

Category: Professional & Leadership Development | **Vendor:** Various

Duration: 16.00 hours (2 days) **13.0 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format: Instructor Led - Online

Course Overview

One of DISC’s most intriguing applications is leveraging behavioral identification and adaptability. This workshop will guide you on the path of heightened self-awareness and personal discovery. You can make this your cornerstone seminar, revealing your unique behavioral style blend and how to apply that knowledge prescriptively to others, based on their style blend; thus boosting communication effectiveness. Studies indicate that 92% of workplace conflict is the result of misunderstanding and communication breakdowns. Your entire organization can apply DISC’s prescriptive lessons of behavioral adaptability to reduce employee conflict and turnover, increase productivity, and optimize team performance. Private classes on this topic are available. We can address your organization’s issues, time constraints, and save you money, too. Contact us to find out how.

About This Course

One of DISC’s most intriguing applications is leveraging behavioral identification and adaptability. This workshop will guide you on the path of heightened self-awareness and personal discovery. You can make this your cornerstone seminar, revealing your unique behavioral style blend and how to apply that knowledge prescriptively to others, based on their style blend; thus boosting communication effectiveness. Studies indicate that 92% of workplace conflict is the result of misunderstanding and communication breakdowns. Your entire organization can apply DISC’s prescriptive lessons of behavioral adaptability to reduce employee conflict and turnover, increase productivity, and optimize team performance. Private classes on this topic are available. We can address your organization’s issues, time constraints, and save you money, too. Contact us to find out how.

Learning Outcomes

Upon successful completion of this course, participants will be able to:

Create heightened self-awareness and personal discovery Establish a space of mutual respect by adapting your communication Work with resistance to gain commitment and buy-in Recognize and enhance trust by leading from any position Distinguish among varying attitudes and behaviors to make your teams work as a stronger unit

Detailed Course Outline

1. Understanding The World Of Disc

- What is DISC?
- Breaking down the four main styles:
- Dominant
- Influencing
- Steady
- Conscientious
- Determining behaviors to read styles:
- Indirect vs. Direct
- Open vs. Guarded

2. Building Stronger Self-Awareness

- Rating your own style
- Understanding the Platinum Rule Grid
- Breaking down your profile
- Natural Style
- Adapted Style

3. Reading And Adapting To Others’ Behaviors

- Applying the Platinum Rule
- Identifying characteristics in others
- Communication strategies with others
- Adapting your approaches

4. Getting Buy-In From Others

- Selling yourself to others
- Getting buy-in from each profile
- Understanding the cycle of getting buy-in
- Assessing
- Solving
- Confirming agreement
- Assuring satisfaction

5. Trust-Based Leadership

- High performance leadership characteristics
- The key to listening to build trust
- Motivating strategies with each profile

6. Making Teams Work

- Understanding how we each make decisions
- Seeing the power in each style as a role
- Blending team styles for teamwork
- Reviewing the team needs to optimize effectiveness

Frequently Asked Questions

Q: What delivery options are available for Understanding Behaviors and Personality Types Using the DISC Assessment?

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
- Traditional Instructor-Led Classroom Training (ILT)
- On-site delivery at your offices anywhere in United Kingdom
- Private dedicated courses customized for your team

Q: How many CPD hours does this course provide?

The 2-day Understanding Behaviors and Personality Types Using the DISC Assessment course provides up to 13.0 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the Understanding Behaviors and Personality Types Using the DISC Assessment training?

The training takes place over 2 day(s), with each day lasting approximately 16.00 hours including breaks for lunch and refreshments.

Q: Do you provide corporate training for Understanding Behaviors and Personality Types Using the DISC Assessment?

Yes, we provide corporate training, dedicated training, and closed classes for Understanding Behaviors and Personality Types Using the DISC Assessment. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

Q: Why choose Nexus Human for Understanding Behaviors and Personality Types Using the DISC Assessment?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your Understanding Behaviors and Personality Types Using the DISC Assessment training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

Nexus Human

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