



**The Everything DiSC® Classic Facilitation System** is the most powerful tool ever built to help you succeed with DiSC. It is the result of 25 years of delivering the benefits of DiSC to more than 44 million people worldwide. You will discover a versatility that goes far beyond the traditional "one seminar fits all" facilitator kits. Use it to create and deliver solutions that directly address a wide variety of needs and situations.

**The Everything DiSC® Classic Facilitation System features:**

**Flexibility.** The modular design helps consultants and trainers, from novice to advanced, create DiSC-based solutions of any scope — fast!

**Convenience.** The powerful combination of Course Outlines and Insight Modules gets you up and running with a wide variety of DiSC solutions right out of the box.

**Experiential Learning.** The Everything DiSC Facilitation System includes more than 20 individual and group exercises, plus alternative activities that let you tailor programs to your style and the needs of your audience.

**Integrated Technology.** Multimedia tools that help you customize your seminars and lend a professional edge.

**The System includes the following (6) Tabbed Sections:**

**Introduction (20 Pages)**

This section includes general information about system content, how to administer DiSC Profiles, DiSC Assessments, and DiSC Personality Tests remotely and in a seminar setting, how to enhance your training, and how to prepare a seminar session with the system.

**DiSC Theory (44 Pages)**

The theory section of the Everything DiSC Training System discusses some of the most important and commonly discussed topics about DiSC. It integrates research, theory, history, academic knowledge, and current practice in a method that helps facilitators truly understand and communicate the relevance of each topic and how it affects their facilitation. For each topic, the Everything DiSC Training System teaches background information, how the topic fits into the "big picture," available research, and guidance for your facilitation efforts.

**Resources (68 Pages)**

This section of the DiSC Training System features a DiSC Resources Grid that lists each DiSC Tool and DiSC Personality Test referenced in the system and provides an at-a-glance overview of what is in the tool, when it should be utilized, and where it appears in the system. The section also includes in-depth DiSC Product information, page-by-page interpretations of various DiSC Reports and DiSC Personality Tests, sample facilitation for the *DiSC Preview*, a viewing guide for the *Everything DiSC DVD*, a handy reference guide for the *Everything DiSC People-Reading Guide*, and information on the *QuikDiSC* card game.

## [Course Outlines \(41 Pages\)](#)

This section includes a number of ready-to-use Course Outlines for seminars in various applications and of different lengths. These outlines illustrate the power of the DiSC Facilitation System's modular design, and they provide a basis for practitioners to familiarize themselves with the structure before using it to design their own courses.

### **Course Outlines include:**

#### **Conflict**

##### **Managing Conflict & Resistance**

24 Handouts & 79 Slides

##### **Reducing Conflict**

32 Handouts & 90 Slides

#### **Sales Effectiveness**

##### **Building a Sales Relationship**

29 Handouts & 68 Slides

##### **Being Responsive to Customer Differences**

17 Handouts & 45 Slide

#### **Effective Communication**

##### **Improving Communication**

29 Handouts & 72 Slides

##### **Adapting to Different Styles**

19 Handouts & 44 Slides

##### **Communication Effectiveness Series**

27 Handouts & 82 Slides

#### **Management Effectiveness**

##### **Maximizing Your Strengths as a Manager**

32 Handouts & 90 Slides

##### **Recognizing and Removing Barriers to Performance**

29 Handouts & 82 Slides

##### **Getting the Most From Your Key Contributors**

19 Handouts & 51 Slides

#### **Interpersonal Effectiveness**

##### **Using Your Strengths to Your Advantage**

27 Handouts & 68 Slides

##### **Building Greater Self-Awareness**

17 Handouts & 49 Slides

#### **Team Effectiveness**

##### **Improving Team Effectiveness**

29 Handouts & 80 Slides

##### **Improving Team Motivation**

19 Handouts & 47 Slides

##### **Team Effectiveness Series**

44 Handouts & 105 Slides

#### **Group Culture**

##### **Understanding & Building On Your Strengths As A Group**

32 Handouts & 79 Slides

##### **Recognizing The Impact Of Your Group's Culture**

17 Handouts & 46 Slides

### **Insight Modules (216 Pages)**

The Everything DiSC Training System is built around a number of self-contained modules that can be organized in various sequences, depending on the application and audience. Since each module delivers a specific insight (e.g., "Learn About Your Strengths and What Happens If They Are Overused"), they have been labeled "Insight Modules." The Insight Modules are building blocks for Course Outlines, and they can be organized in various ways to facilitate seminars of any length and application.

#### **The 13 Insight Modules are:**

##### **Setup**

(8 Handouts & 33 Slides)

##### **Learn How To Recognize the Styles of Other People**

(7 Handouts & 12 Slides)

##### **Close**

(4 Handouts & 25 Slides)

##### **Understand How Others Interpret Your Behavior**

(3 Handouts & 16 Slides)

##### **Administration of DiSC Classic Paper**

(12 Slides)

##### **Learn How to Adapt Your Communication To Different Styles**

(5 Handouts & 11 Slides)

##### **Discover Four Styles of Behavior & Explore the General Preferences of Your Style**

(9 Handouts & 15 Slides)

##### **Understand What Motivates You At Work**

(6 Handouts & 14 Slides)

##### **Learn About Your Strengths and What Happens if They are Overused**

(11 Handouts & 19 Slides)

##### **Learn How to Address Goals and Fears to Gain Commitment**

(3 Handouts & 19 Slides)

##### **Learn About Your Behavior When You Are in Conflict With Others**

(5 Handouts & 23 Slides)

##### **Learn to Adapt Your Management Approach Based on Willingness and Ability**

(8 Handouts & 24 Slides)

##### **Learn to Read and Respond to Your Customer's Style**

(4 Handouts & 16 Slides)

##### **Learn About Group Culture and How It Affects Your Team**

(3 Handouts & 11 Slides)

**Plus...** optional activities, including ice-breakers, to vary the pace and add content.

### **Alternative Activities (23 Pages)**

Several of the Insight Modules provide opportunities for using different activities based on your own course design and are cross-referenced in the Insight Modules.