

## Course Outlines & Insight Modules Sample

### **Everything DiSC® Course Outlines Table of Contents** (Page CO-i Modified for Demo)

Three Steps to Preparing a Program with Everything DiSC.....	CO-iii
Frequently Asked Questions.....	CO-iv
Blank Course Outline.....	CO-viii
<b>Pre-assembled Course Outlines</b>	
<b>Communication</b>	
Improving Communication (Full Day).....	CO-1
Adapting to Different Styles (Half-Day).....	CO-2
Communication Effectiveness Series (3 Two Hour Sessions).....	CO-3
<b>Conflict</b>	
Managing Conflict and Resistance (Full Day).....	CO-4
<b>Reducing Conflict (Full Day).....</b>	<b>CO-5</b>
<b>Interpersonal</b>	
Using Your Strengths to Your Advantage (Full Day).....	CO-6
Building Greater Self Awareness (Half Day).....	CO-7
<b>Management</b>	
Maximizing Your Strengths as a Manger (Full Day).....	CO-8
Recognizing and Removing Barriers to Performance (Full Day).....	CO-9
Getting the Most From Your Key Contributors (Half Day).....	CO-10
<b>Sales</b>	
Building a Sales Relationship (Full Day).....	CO-11
Being Responsive to Customer Differences (Half Day).....	CO-12
<b>Team</b>	
Improving Team Effectiveness (Full Day).....	CO-13
Improving Team Motivation (Half Day).....	CO-14
Team Effectiveness Series (Three Half Day Sessions).....	CO-15

### **Everything DiSC® Insight Modules Table of Contents** (Page IM-i Modified for Demo)

Insight Modules Grid.....	IM-iii
Module 1 Set-Up.....	IM 1-1
Module 2 Close.....	IM 2-1
Module 3 Administration of DiSC Classic Paper.....	IM 3-1
Module 4 Discover Four Styles of Behavior-General Style Preferences.....	IM 4-1
Module 5 Your Strengths and What Happens if Overused.....	IM 5-1
Module 6 Behavior When You Are in Conflict With Others.....	IM 6-1
Module 7 Learn How to Recognize the Styles of Other People.....	IM 7-1
Module 8 Understand How Others Interpret Your Behavior.....	IM 8-1
Module 9 Learn to Adapt Communication to Different Styles.....	IM 9-1
Module 10 Understand What Motivates You at Work.....	IM 10-1
Module 11 Learn to Address Goals and Fears to Gain Commitment.....	IM 11-1
Module 12 Adapt Management Approach Based on Willingness and Ability.....	IM 12-1
Module 13 Learn to Read and Respond to Customers' Style.....	IM 13-1