

Course Overview

This one-day, highly interactive workshop builds practical fluency in the DiSC® behavioral model and applies it directly to the teaming challenges faced in complex technical environments. Participants will complete and debrief their personal DiSC profiles, then explore how Dominance, Influence, Steadiness and Compliance preferences shape communication, conflict and decision-making. Interactive exercises translate theory into real conversations, meetings and feedback moments. By day's end, every learner leaves with practical tools to more easily spot behavioral styles "out in the wild", then individually apply to better communicate, collaborate and manage conflict with confidence.



Learning Objectives

1. Understand the model: Explain the four DiSC styles and how they differ in pace, priority and preference.
2. Identify styles: Use verbal, non-verbal and situational cues to recognize each style in day-to-day interactions.
3. Adapt communication: Select and apply adjustment strategies to better connect with other's styles.
4. Apply DiSC insights to reduce misunderstandings, give feedback and resolve workplace conflict.

Who Should Attend?

Cross-functional project teams, technical and acquisition leaders, and other professionals who must influence diverse stakeholders and deliver results through collaborative work in fast-changing, high-stakes settings.

Summary Course Agenda

Day 1		
Day 1	• Welcome & objectives • History of behavioral science • DiSC model overview • Style deep dive – Dominance Strengths, Limitations & Coaching tips • Style deep dive – Influence Strengths, Limitations & Coaching tips • Style deep dive – Steadiness Strengths, Limitations & Coaching tips • Style deep dive – Compliance Strengths, Limitations, Coaching tips	LUNCH
	• Individual DiSC Assessment interpretation • Behavioral Adaptations • Team mapping exercise: discuss gaps & overlaps • DiSC based Red-Team / Blue-Team Decision Scrimmage • Action planning & commitments	

Logistics and Pricing

This course is designed for delivery at the client's location. A standard class size is up to **30 participants**. Clients are asked to provide basic audio/visual support (e.g., projector/screen, flip charts, markers) and a suitable training space. Optionally delivered as (2) half days. Detailed price estimates available upon request. **(This is an excellent course to conduct in concert with a teaming offsite).**