

DISC Behavioral Studies Certification - Level 1 Basic Training Program

"Without a doubt, the best training I have ever experience of human behavior - quality, concise and on target - Excellent return on my investment." - Robert "Boomer" Brown, PhD at Miller-Motte College

Executive Summary

The objective of the Behavioral Studies Level 1 training modules is to enable participants to **Discover, Experience** and **Apply** the four temperaments Model of Human Behavior. The stated outcome of the Training is to positively impact and optimize every professional and personal relationship and/or partnership.

Our training modules are based on the works of William Marston who is the inventor of the Four Temperaments Model of Human Behavior also known as the DISC Model of Human Behavior. From Marston's work we understand that most people have predictable patterns of behavior.

These predictable patterns determine your model of the world, how you tend to see life, and will greatly assist you to understand why you often feel, think and act the way you do.

In this interactive training program, you will:

- Learn how to get better results in your personal and professional life
- Enjoy a fun and interactive atmosphere of learning
- Develop communication skills that will enhance any relationship
- Discover practical tools that are proven, effective and easily applied
- Enhance your team dynamics and client relationships
- Learn how to administer and use a Discovery Report (an online personality assessment)
- Become a DISC Level 1 Certified Trainer in association with Personality Insights

"This program exceeded my expectation. It provided incredible insights that I can use not only in business but in all aspects of my life" - Kathy Marcio

The Problem...have you ever:

- Been frustrated with other people?
- Wondered what people were thinking?
- Thought that people behaved randomly and unpredictably?

If you have, you are not alone. Many people have had similar thoughts and feelings. Everyone communicates, but very few actually connect. Wouldn't it be nice to have a human GPS that guided you to connect with others by design, not by chance?

The Solution

As a result of attending the 2 Day Behavioral Studies Training Program you will **Discover, Experience** and learn how to **Apply** key behavioral insights into how and why people often behave the way they do. Using these newly acquired insights will give you:

- Better results when interacting with clients, family (in-laws included) and friends
- More fun and excitement in your relationships
- Greater peace and harmony at work and at home
- The opportunity to understand yourself and others at a deeper level

We offer training that is unlike anything you have ever experienced before. The DISC Model of Human Behavior is a topic that people have often heard about, yet never truly applied it to both their professional or personal life; having only scratched the surface of application. We focus on providing behavioral insights in a very positive, encouraging and practical manner.

Many people who have been through some other DISC certification training programs tell us that our training is the best and most unique experience – hands down. We think you will agree!

More than ever, the focus of training is to empower and equip people to apply the information for more effective communication, interacting, decision-making, and understanding priorities and strengths of yourself and others.

You will experience three full days of training filled with insights and laughs led by experienced trainers. Upon the completion of training, you will be equipped and ready to use an excellent set of resources for professional or personal use.

So, whether you simply want to learn and grow yourself, become a certified consultant, or work towards becoming a Master Trainer, we would be delighted to be a part of helping you reach your goals.

"The Personality Insights DISC program is such a user friendly assessment and yet has such deep meaning. The usefulness is off the chart in helping me and others understand each other and work better together! AMAZING!" - Lynn Wicker, PhD at Center for Innovative Educational Solutions

Why Us?

Personality Insights Inc., offers training that is unlike anything you have ever experienced when it comes to the DISC Model of Human Behavior. When it comes to Discovering, Experiencing and Applying the DISC Model of Human Behavior people often share with us that our unique approach to training provides more depth and real time application in their professional and personal life than any other training they have every experienced in their life! We think you will agree!

Benefits to You:

- Learn how to get better results in your personal and professional life
- Enjoy a fun and interactive atmosphere of learning
- Develop communication skills that will enhance any relationship
- Discover practical tools that are proven, effective and easily applied
- Enhance your team dynamics and client relationships
- Become a DISC Level 1 Certified Trainer in association with Personality Insights
- Learn how to administer and use a Discovery Report online personality test
- Learn about topics such as communication skills, strengths and relationship development

"Excellent program for professionals in Human Resource/Training that want to create a stronger more productive work culture for their employees and colleagues." - Meredith Cumbow at Plymouth Engineered Shapes

What You Get:

- Over \$500 worth of resources & training material including: book, assessments, and DVDs
- Comprehensive Consultants Manual: how to use, instruct, facilitate groups and consult within the field of Human Behavior

Gain accreditation to do the following activities:

- Administer DISC Personality Style assessments
- Facilitate/teach DISC Behavioral Studies in your company or with your clients
- Purchase training resources at a 40% discounted rate
- Discounted refresher course opportunities
- Eligibility - the 2 Day Advanced DISC Behavioral Studies - Level 2 Certification

"The information received is so valuable. I can hardly wait for it to sink in and to spend some time...slowly reviewing all of the information that I received." - Yvonne Vargas at Jack-Henry & Associates, Inc.

Course Objective

The objective of the 2 Day DISC Behavioral Studies - Level 1 training modules is to enable participants to **Discover, Experience** and **Apply** the Four Temperament Model of Human Behavior in order to enhance and positively impact their success both personally and professionally.

At the end of this course, you will:

- Have a greater in-depth knowledge/understanding of the DISC Model of Human Behavior
- Be better equipped to understand yourself and others
- Gain more peace and harmony in your relationships
- Have developed better ways of communicating and presenting information for understanding and clarity
- Gain insights and perspectives on how each personality style makes decisions
- Have greater awareness of your personal blind spots
- Increase your knowledge of how people of each personality style might exhibit stress
- Have better ideas to help you recover from stress more effectively
- Understand the concept and impact of different personality blends
- Have the ability to recognize both in-control and out-of-control behaviors
- Gain insights into the basic priorities for people of each personality style
- Understand ways to quickly distinguish between different personality types
- Gain knowledge into the history behind DISC and the Model of Human Behavior
- Better understand why DISC is some of the most important information a human being could possess

"I learned a new depth of the DISC materials and have a lot to bring back to my organization and nonprofit clients. Personality Insight is the Apple when it comes to DISC." - Phil Johnson at Ambassador Enterprises

Course Content

The modules will be covered during the 2 Day Behavioral Studies Level 1 DISC Accreditation:

- Introduction and Orientation
- Adult Profile Assessment – Part 1
- Funbook...How to Understand Yourself and Others
- Adult Profile Assessment – Part 2
- Graph Reading

- Individual Personality Dynamics
- Interaction Dynamics
- Personality Map – Flow Chart
- Personality Kaleidoscope
- Presenting with Style
- Making Sense of the People Puzzle
- DISC History and Approach to Training

Who Needs to Attend?

This course is targeted to all project officers, project managers, team leaders, entrepreneurs, teachers, human resource managers, parents, trainers and coaches who want to become effective communicators in their professional or personal life.

"I believe it is an outstanding training that can change people and organizations in a positive way...THANK YOU!" - Mark A. Schrade, Pastor

Prerequisites

You must be proficient in English reading, writing and oral communication and you must be 18 years old or older. In addition, we are looking for:

- People who want to increase their clientele through connection and communication
- People who want to build strong corporate team and business relationships
- People who want to be an effective team leader or manager
- People who want to enhance their communication skills with children or teenagers
- People who want to be their personal best and learn how to bring out the best in others as well

Cancellation Policy

We would hate that you would have to cancel and/or not be able to attend the class in which you have pre-registered. Please note that we have a no-refund policy for all Early Bird Rate and a \$595 no-refund policy for Regular Rate, Executive Rate and Refresher Rate. If you are not able to attend, we will be happy to reserve you a seat on the next upcoming training event. Please feel free to contact us to discuss any questions you may have in regards to our Cancellation Policy.

"First, this program will help me be a better me and help make my marriage even better than it is. Second, this program will help me present and utilize the skills for work." - Elissa McVey at Jack-Henry & Associates, Inc.

Follow On Courses

As you apply what you have learned from DISC Behavioral Studies Training, you may develop even greater interest in the understanding and applications of the DISC Model of Human Behavior by considering the following options.

After completing this course (Level 1), you are eligible for the 2 Day Level 2 Advanced DISC-Training Program. You will gain greater DISC insights into team building, leadership, and conflict resolution.

Or, after completing this course (Level 1), you can pursue your behavioral studies certification and enhance your presentation abilities by attending the **Speakers Boot Camp** Training Program - Level 3.

Or, after completing this course (Level 1), you can complete both, Level 2 and Level 3 and consider becoming a **Master Trainer** with Personality Insights.

This is a unique opportunity to **DISCOVER... EXPERIENCE...** and **APPLY...** behavioral insights in order to build personal and professional communities. A value of positively impacting how people relate and communicate. The real value...**PRICELESS!**