



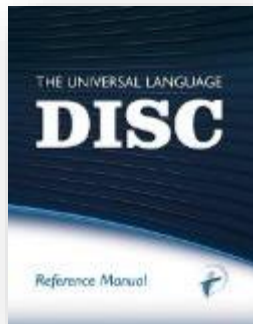
"GET STARTED" GUIDE FOR THE SELF-STUDY DISC TRAINING

NOTE FROM GREG SMITH

I am excited that you have signed up for the DISC Self-Study training program. Understanding the DISC language will open many new doors for you. It is a powerful tool in understanding people in a new way. Upon successful completion of the training, you may teach the DISC model in your organization or use it in other applications.

We have over 25 different varieties of assessments and reports that focus on each aspect of human behavior. We are glad you have chosen Chart Your Course International as your DISC training agency.

COURSE MATERIALS



If you have not already received it, your DISC Manual and other materials should be arriving by UPS in the next 3-5 days. You will need these materials and the online materials for your training course.

The two most important chapters from the book are chapters 4-5.

The key to understanding DISC is feeling comfortable reading the DISC graphs as outlined in these two chapters.

DISC TRAINING VIDEOS AND OTHER TRAINING MATERIALS

Please click on the below link for the four videos, case studies and other material for this course.

<https://www.dropbox.com/sh/1ktje6qmxjhve84/AAAIQCBcGxFS2VKb8hBBQvEa?dl=0>

If you have problems with the videos view this:

<https://www.screencast.com/t/AMoir7SAZG>

TAKE YOUR DISC ASSESSMENTS

Click on this link to take your DISC assessments. There are TWO DIFFERENT assessments you need to take.

Click on the below link to take your reports:

<https://www.ttisurvey.com/319693LBJ>

DISC CERTIFICATION EXAM

You do not have to take the exam. It is optional. However, in order for you to receive your official DISC certification, you must complete our written examination. Email me when you have completed the course work, videos etc. It is an open book exam and you have 30 days from the time you notify me to complete it.

WEEKLY DISC TIPS

As part of this training program, we will also be sending you weekly DISC Tips via email. These short tips will serve to remind and reinforce key aspects of the DISC language. You can unsubscribe from these tips at anytime.

MEMBERS ONLY WEBPAGE

Reading assignments, pre-recording sessions, case studies and additional videos and resources are available to students on our website. This is a password protected webpage. Go to:

<http://www.chartcourse.com/members-only/>

Password is "chartcourse"

Session 1: What is DISC?

The purpose of Session 1 is to gain a thorough understanding of the DISC model of human behavior.

Homework: Read Chapters 1-4

Session outline:

- Review materials
- Goals and objectives
- DISC defined
- Understand the different kinds of reports and assessments available

- In-depth understanding of D, I, S and C
- Validity studies
- Review case study #1

[Click this link to see videos in members only website.](#)

Session 2: Interpreting and Debriefing DISC

Homework: Read Chapters 4-6/Read your Talent Insights report

The purpose of this session is to gain a deeper understanding and build confidence in your ability to deliver DISC workshops. You will also broaden your knowledge of various DISC tools and their applications.

Session outline:

- Interpret the DISC graphs (Wheel and line graphs)
- Position the instrument and explain the scoring instructions
- Demonstrate your understanding of DISC and explain various DISC graphs
- Recognize the behaviors of others and effective communication strategies
- Outstanding characteristics of each behavior style
- Energy line
- Behavioral Hierarchy
- Success Insights Wheel
- Unusual graphs (Pg. 163)
- Practice reading graphs
- Review case study #2

Session 3: Applying DISC

Homework: Read Chapters 7-9

Session outline:

- Review graphs
- DISC wheels
- How to use the Workplace Motivators report
- Understand how Workplace Motivators relate to DISC
- Job Matching
- Benchmarking
- Review case study #3

Watch videos:

[Click this link to see videos in members only website.](#)

Session 4: Review DISC and Workplace Motivators

Session outline:

- How to conduct a DISC workshop
- Do's and Don'ts
- DISC icebreakers and team building exercises
- Using the online Internet Delivery System (IDS) Account (50% discount)
- Other assessments and resources available
- [Assessments overview](#) (click this link)
- Exam (Live class only - Due in 30 days)
- Final Q&A

Watch videos:

[Click this link to see videos in members only website.](#)

Session 5: Optional

Greg will provide you an additional hour of personal coaching to cover anything you want/debrief your report or advise you on best practices to implement your training program.

FINAL LIVE REVIEW

Prior to sending you the final exam, you will spend 30 minutes on the phone for a final review and Q/A session. Contact Greg@chartcourse.com or call 770-860-9464

MEET YOUR INSTRUCTOR

Greg Smith, MS, CPBA, CPVA, TriMetrix



Greg Smith is the founder and President of *Chart Your Course International*, a management development firm located in Chapel Hill, NC. Many of his clients include both Malcolm Baldrige National Quality Award winners and Fortune Magazine's "Top 100 Best Places to Work." Greg served on the Board of Examiners for the Malcolm Baldrige National Quality Award. He is listed in Harvard University's *Profiles in Business and Management: An International Directory of Scholars and Their Research*. The Human Resource Executive Magazine selected him as one of the nation's Top Ten "Rising Stars" in Human Resource

Management.

Greg is a military veteran and served on active duty for 20 years. Prior to his departure, he was a senior consultant to the U.S. Army Surgeon General. He has received awards including the Legion of Merit from the U.S. Army and the Order of Military Medical Merit. He is listed in *Who's Who of Professional Speaking* from the National Speakers Association and holds both a B.S. and M.S. degree in Personnel Management.

He has written and published over 350 articles and eleven books including, *The New Leader: Bringing Creativity and Innovation to the Workplace* and *Here Today, Here Tomorrow: Transforming Your Workforce from High Turnover to High-Retention*. He is the publisher of the Navigator Newsletter and has created numerous training tools and services for his clients.

Mr. Smith and his associates conduct training programs and speak at conferences worldwide. [Please visit www.chartcourse.com](http://www.chartcourse.com) for additional information..

