

SOUTHWEST TRAINING INSTITUTE--SINCE 1988

EVERYTHING DISC APPLICATION LIBRARY

Contact Mary Jo Huard at U.S. Toll-Free 1-888-978-6632

Our newest and fastest growing training solutions, Everything DiSC Application Library programs help people connect better. With programs for Sales, Management, and Workplace development, Everything DiSC Application Library programs are in-depth, specialized, and easily customizable to fit your needs.

<p>1. EVERYTHING DISC CLASSIC</p> <p>Also available in Spanish.</p> <p><u>Includes:</u></p> <ul style="list-style-type: none"> -Effective Communication -Conflict Resolution -Interpersonal Effectiveness -Management Effectiveness -Team Effectiveness -Custom Course Outlines 	<p>The Everything DiSC Facilitation System is built on a series of Insight Modules that help facilitate specific outcomes, or "insights," using a broad range of DiSC-based reports and tools. With the Insights Modules, you can:</p> <ul style="list-style-type: none"> • Create simple, effective DiSC-based training solutions • Learn which DiSC tool works best for your desired outcome • Discover how to combine DiSC resources for better results • Customize your own DiSC-based training solutions <p>By using Course Outlines, it's easy to organize Insight Modules into effective solutions. The Everything DiSC Facilitation System includes a number of ready-to-use "starter" Course Outlines that address common workplace issues, including <u>Effective Communication, Conflict, Interpersonal Effectiveness, Management Effectiveness, and Team Effectiveness.</u></p> <p>You'll also get tips on building your own custom course outlines. Over one hour of new training video in 68 individually selectable segments using true DVD technology</p> <ul style="list-style-type: none"> • More than 100 professionally designed, customizable PowerPoint slides • Professional designed handouts for creating participant manuals • PowerPoint and handout templates • Sample reports for all online DiSC products • Eight major DiSC tools are built right in, including: <ol style="list-style-type: none"> a. DiSC Classic paper profile b. DiSC PPSS c. QuikDiSC Cards d. DiSC Action Planners e. DiSC Classic 2.0 on EPIC f. DiSC Facilitator Report on EPIC g. Everything DiSC DVD h. Everything DiSC People-Reading Guide
<p>2. EVERYTHING DISC MANAGEMENT</p> <ul style="list-style-type: none"> -Communication Skills -Conflict Resolution -Emotional Intelligence -Management Effectiveness 	<p>Introducing Everything DiSC Management The most in-depth, easily customizable DiSC-based management-training solution available. Everything DiSC Management increases effectiveness using personalized learning to help managers</p> <ul style="list-style-type: none"> • Develop their management styles • Improve communication • Increase employee engagement • Enhance emotional intelligence <p>The Everything DiSC Management Facilitation Materials provide you with everything you need to deliver memorable training experiences to your clients. Facilitation materials include easily customizable:</p> <ul style="list-style-type: none"> • Leader's script

	<ul style="list-style-type: none"> • PowerPoint with embedded video • Participant handouts <p>Everything DiSC Management Facilitation Materials are designed to be used with the Everything DiSC Management Profile.</p>
<p>3. EVERYTHING DISC WORKPLACE</p> <ul style="list-style-type: none"> - Employee Engagement - Empowerment - Accountability - Responsibility - Communication Skills 	<p>Everything DiSC Workplace helps build better relationships — one relationship at a time. Everything DiSC Workplace is classroom training that uses online pre-work and engaging facilitation with contemporary video to create a personalized learning experience.</p> <p>Participants understand and appreciate the styles of the people they work with. The result is more effective and productive working relationships. Everything DiSC Workplace focuses on:</p> <ul style="list-style-type: none"> • Discovering Your DiSC Style • Understanding Other Styles • Building More Effective Relationships • Includes Optional People-Reading Module <p>The Everything DiSC Workplace Facilitation Kit provides you with everything you need to deliver memorable training experiences to your clients. Facilitation materials include easily customizable:</p> <ul style="list-style-type: none"> • Leader's script • PowerPoint with embedded video • Participant handouts <p>The Everything DiSC Workplace Facilitation Kit is designed to be used with the Everything DiSC Workplace Profile.</p>
<p>4. EVERYTHING DISC SALES</p> <ul style="list-style-type: none"> - Consultative Selling - Communication Skills - Presenting Features, Benefits, - Responding to Customer Needs - Customer Interaction Map 	<p>Introducing Everything DiSC Sales: the most in-depth, easily customizable DiSC-based sales-training solution available! Everything DiSC Sales increases sales effectiveness using the power of DiSC. Salespeople learn to communicate better and improve their sales relationships by:</p> <ul style="list-style-type: none"> • Understanding their DiSC sales style • Identifying and understanding their customer's DiSC buying styles • Adapting their DiSC sales style to meet their customer's needs <p>The Everything DiSC Sales Facilitation Materials provide you with everything you need to deliver memorable training experiences to your clients. Facilitation materials include easily customizable:</p> <ul style="list-style-type: none"> • Leader's script • PowerPoint with embedded video • Participant handouts <p>Everything DiSC Sales Facilitation Materials are designed to be used with the Everything DiSC Sales Profile.</p>
<p>5. EVERYTHING DISC WORK OF LEADERS</p>	<p>Introducing Everything DiSC Work of Leaders is classroom training that uses online pre-work, engaging facilitation with contemporary video, and online follow-up to create a personalized learning experience. Based on best practices, Work of Leaders connects to real-world demands, generating powerful conversations that provide a clear path for action.</p> <p>Using the framework of Vision, Alignment, and Execution, Work of Leaders encourages leaders to understand their own leadership behaviors and how they impact their effectiveness. Rich, compelling narrative adds depth to the data and strong visuals support the learning process by illustrating key messages.</p>

	<p>Modular design: create an end-to-end leadership development program or concentrate on specific areas. All-new leadership-focused video.</p> <p>Five 60-90 minute modules:</p> <ul style="list-style-type: none">IntroductionVisionAlignmentExecutionAction Plan <p>Thought-provoking partner/group discussions</p> <p>Experiential learning activities</p>
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FOR INFORMATION, CONTACT:

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We Provide more than 140 Classroom-Delivered Workshops, Online Courseware, Turn-Key Instructor Kits, Video Training Programs, Personal Development Reports, Webinar Distance Learning, Multi-Rater Feedback & Coaching, Professional Meeting Facilitation, Speakers for Conferences and Meetings, and HR Consulting Services.

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DEVELOP SKILLS, AND CHANGE BEHAVIORS!***

Partnering With You for Enhanced Performance and Profitability!