

# DISCertification™ & Coaching



INSIGHTS2IMPROVEMENT, INC.  
Enjoy learning and success.

A comprehensive human behavior train-the-trainer program.

Rochester, NY

## Course Overview

### How You Will Benefit

Interpersonal communication, relationships, and behavior impact performance in every workplace.

DISCertification goes beyond being able to administer a variety of DISC behavior style assessments and interpret the feedback reports.

**Certification prepares you as a certified behavioral analyst**, capable of better understanding why people behave the way they do in specific situations. It unlocks the mystery of team members “not getting along” and leaders at every level “mismanaging” their people.

DISCertification enables you to design and deliver quality assessment-based training programs.

**You will be able to debrief feedback reports**, individual Success Insights graphs, and team consensus reports. You will be able to apply your DISC knowledge to conflict management, career development, managing change, sales, service, coaching, and team building. Understanding people’s behavior is critical to improving performance.

### Course Objectives

At the completion of this course, you will be able to:

- )] Use the DISC behavioral model and teach it to others
- )] Interpret DISC graphs and feedback reports and help users apply the results to improve performance
- )] Use behavioral insights to solve workplace communication and relationship challenges
- )] Improve current hiring, conflict management, change, service, sales, career development, and coaching initiatives by integrating DISC
- )] Provide individual and team-based coaching support to drive business results

### Two-day Certification



### Workshop

### Key Topics Covered

This course explores the following subjects in depth:

- )] DISC factors, using the behavioral model and language
- )] Reading and interpreting the graphs, factor relationships, and tendencies
- )] Behavioral style match, blending, and adapting
- )] Interpreting the Success Insights Wheel®, team analysis, and group behavior
- )] Success Discovery Coaching process
- )] Hiring and career development applications
- )] Certification requirements include the completion of a DISCertification Exam and three DISCoaching feedback debriefs



### What the Course Offers

- )] Personal Success Insights DISC assessment with full version report and coaching debrief
- )] Interactive learning exercises, video analysis, and case studies that can be used in your own training and coaching
- )] Thorough set of materials: text, interaction guides, participant workbook, classroom PowerPoint presentation, job aids, learning summaries, and self-assessments

#### Request a call or information:

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#### Join our DISCoaches LinkedIn Group:

<https://www.linkedin.com/groups/DISCOaches-2919494/about>

