



Coaching to Behavioral Styles

Using DISC Analysis

Coaching to Behavioral Styles is a dynamic program designed to identify the characteristics of people’s behavior and to provide managers vital information to more effectively lead and inspire their teams.

People are unique and must be managed, motivated and supported in a way that capitalizes on their individual behavioral styles. The DISC analysis is a proven reference tool that provides managers guidance in developing action plans to increase productivity and overall organizational effectiveness.

Coaching to Behavioral Styles provides managers an opportunity to discover their individual style and uncover areas of strength, as well as potential limitations that could interfere with their leadership effectiveness.

Key Topics

- ★ Understanding the Four Basic Behavioral Styles & the Underlying Needs & Motivation of Each
- ★ Adapting to Each Team Member’s Language & Style to Improve Relationships
- ★ Behavioral Triggers that Motivate People
- ★ Conflict Management Techniques for Different Styles
- ★ Improving Coaching Efforts with DISC
- ★ Proven Strategies to Improving Communication Effectiveness

Coaching to Behavioral Styles teaches techniques to identify the styles and behaviors of each member of their team. This new information often results in participants altering common and incorrect assumptions about workers, as well as identify methods to help build rapport and respect from challenged relationships.

Coaching to Behavioral Styles teaches participants how to reduce areas of tension and conflict, as well as increase motivation, cooperation, teamwork, sales and communication effectiveness. This program is a must to motivate people to build a great company and achieve extraordinary results enthusiastically.

DISC Analysis

- ★ Throughout history ~ dating back to 444 BC ~ scientists and researchers have observed basic behavioral similarities and developed theories to better explain behaviors. DISC is a computerized tool that analyzes a person’s manner of accomplishing tasks and interacting with others.

Program Benefits

- ★ Improve the effectiveness of leadership, communication and literally every interpersonal interaction.
- ★ Reduce conflict and advance teamwork, motivation and morale.