
Something EVERY Professional Should Know:

HOW TO

Understand, Communicate and Lead Others

Communication (DISC) Style Leadership Training, Coaching and Certification



6 Week
Virtual
Training

&

Certification Class
for Leaders, Trainers,
and Coaches

wake up
eager!

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SAMPLE CURRICULUM* for Suzie's 6 Week Virtual DISC Certification & Training Class:
Something EVERY Professional Should Know: HOW TO Understand, Communicate and Lead Others

*Topics may be moved around and adjusted to fit the needs of each class.



Pre-work:

1. Read chapters 1-4 in **The Universal Language of DISC** book
2. Review CD Study Guide, Sections 1,2,3
3. Complete your own online DISC Assessment

What We Will Cover in Class:

- DISC Style Icebreaker (An exercise you will be able to use in your future meetings/workshops)
- Review of Resources, Agenda and Call Guidelines
- What is DISC, What DISC is not.
- The History of DISC.
- Explaining DISC - Using the 'Wall Analogy'
- Your reports – An Overview.
- Questions & Answers Session
- Review of Pre-work for the next week.



Pre-work:

- Review online debrief video
- Complete action worksheets on back of your DISC report
- Finish reading and reviewing Book chapters and CD Study Guide from Week 1
- Reminder to schedule your first coaching call with Suzie
- Use email support throughout the week, if questions come up
- Send your questions for call Q&A, to Suzie, in advance of call

What We Will Cover in Class:

- DISC Report and Debrief Comments
- How to Use Report Debrief Reminders Email
- Defining, Learning, Reading Styles
- The High and Low Side of the Graphs
- Graph I and Graph II Disparity
- Practice Exercises
- Questions & Answers Session
- Review of Pre-work for the next week.

**SAMPLE CURRICULUM for 6 Week Communication Style DISC
Leadership Training, Coaching and Certification Program**



Pre-work:

- Read Book chapters 4,5, 6
- Review CD Chapters 4, 5,6,
- Send your questions for call Q&A, to Suzie, in advance of call
- Reminder to schedule your first coaching call with Suzie
- Use email support throughout the week, if questions come up

What We Will Cover in Class:

- Blending the DISC Language
- Understanding & Using the DISC Wheel
- People Reading Review
- Debrief Practice
- Using the Coaches' Worksheet (Steps for What to Look for When You Get a Completed DISC Report)
- Reviewing WHAT's On the EXAM: CPBA (DISC)
 - The history of the behavioral models
 - The high and low side of the graphs
 - Graph I and Graph II disparity
 - How to utilize the Success Insights® Wheel
 - How to apply graphs to consulting scenarios in a knowledgeable, professional manner
- Questions & Answers Session
- Review of Pre-work for the next week.



Pre-work:

- Share your action plan (DISC Report pages 18 & 19) with one person (a classmate, if possible)
- Review Book Chapter 10
- Send your questions for call Q&A, to Suzie, in advance of call.
- Reminder to schedule your first (or second) coaching call with Suzie
- Use email support throughout the week, if questions come up.

What We Will Cover in Class:

- Step-by Step Coaching and Debrief Process
- Practice Exercises
- Using DISC to Effectively Handle Conflict
- Using DISC to Motivate and Inspire

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- Using DISC to Help With Career Decisions
- Using DISC to Remove Barriers to Performance
- Questions & Answers Session
- Review of Pre-work for the next week.



Pre-work:

- Ask someone you know to complete a DISC assessment, review their report, complete the Coach's Worksheet.
- Send your questions for call Q&A, to Suzie, in advance of call.
- Reminder to schedule your first (or second) coaching call with Suzie
- Use email support throughout the week, if questions come up.

What We Will Cover in Class:

- Review & Discuss your coach/debrief sessions with another
- Using DISC to improve team effectiveness
- DISC Styles in the classroom and in meetings
- Review of your new DISC Training Workshop, Step-by-Step
- How to use the DISC Icebreaker game in meetings & workshops
- Questions & Answers Session
- Review of Pre-work for the next week.



Pre-work:

- Complete your Workplace Motivators assessments
- Send your questions for call Q&A, to Suzie, in advance of call.
- Reminder to schedule your first (or second) coaching call with Suzie
- Use email support throughout the week, if questions come up.

What We Will Cover in Class:

- Workplace Motivators – What Are They & How to Use Your Report
- How to Use Your Assessment Center
- Other Assessments and Resources Available
- Final Q&A around materials provided, DISC Certification Exam
- Review of your Key 'Take-Aways' and Suggestions for Improvement