



DiSC® PPSS

DiSC® PPSS provides individuals and teams with detailed, personalized information to help them apply DiSC learning in a variety of business applications. It offers a wide range of practical interpretive reports that help people improve their effectiveness in sales, management, and customer service.

EASY ACCESS TO THE WORLD OF DISC

DiSC Dimensions of Behavior provide a nonjudgmental language for exploring behavioral issues across four primary dimensions: Dominance, Influence, Steadiness, and Conscientiousness. *DiSC PPSS* is a multilevel learning instrument that provides detailed, personalized information to help individuals and teams apply DiSC learning immediately. The feedback covers a broad range of behavioral characteristics, including behavioral strengths and weaknesses, motivating and demotivating factors, and management and selling styles.

ENHANCE PERSONAL EFFECTIVENESS

Experts agree that people can significantly enhance personal effectiveness by honestly evaluating their behavior and selecting self-management strategies that maximize strengths and minimize weaknesses. Organizations around the world use *DiSC PPSS* to improve effectiveness in four main application areas:

- Self-awareness and self-management
- Peer relationships and teambuilding
- Performance coaching and managing others
- Client relationships

COMPREHENSIVE REPORTS PROVIDE POWERFUL INSIGHTS

DiSC PPSS provides information to help individuals and teams apply DiSC learning in a wide variety of today's business applications. Choose from the General Characteristics report, management reports, peer relationships reports, and sales reports.

AVAILABLE REPORTS

General Characteristics Report

The *General Characteristics Report* provides an in-depth interpretation of a respondent's *DiSC PPSS* profile. It can be used to train and coach respondents in specific application areas, to focus respondents' attention on particular areas of behavior, and to provide *DiSC Classic* users with a next step in behavioral understanding. The *General Characteristics Report* is the required basis for *DiSC PPSS* supplemental and comparison Reports.

Supplemental and Comparison Reports

A number of supplemental and comparison reports are available for use in tailored DiSC applications including:

- Relating to People and the Environment
- Strategies for Creating a Positive Relationship
- Strategies for Managing
- Approach to Managing Others
- Approach to Selling
- Strategies for Sales Management

DiSC® PPSS Applications

- DiSC®
- Change Management
- Coaching
- Communication
- Customer Service
- Sales
- Diversity
- Leadership
- Management Development
- Teams



indicates report is available on paper



indicates report is available online through the EPIC online profile delivery system



indicates report is available through the *DiSC PPSS* software

AVAILABLE REPORTS CONTINUED

Role Behavior Analysis™

The *Role Behavior Analysis™* (RBA) collects and processes perceptions of the behavioral characteristics that would most effectively fulfill a job, position, or role.

InterPersonal Profile System

The *InterPersonal Profile System* (IPPS) expands on the insights gained from *DiSC PPSS* by collecting and processing up to five other people's perceptions about the learner's behavior.

DiSC® Team View Report

The *DiSC® Team View* report provides an at-a-glance comparison of learner profiles from participants who have responded to *DiSC PPSS*, *DiSC Classic 1.0*, or *DiSC Classic 2.0* on EPIC. It includes the individual's name, DiSC Graph III display, and Classical Pattern name. Compare learner profiles by work group, by department, or in any combination you'd like!

DiSC® Facilitator Report

The *DiSC Facilitator Report* lets you build customized group reports using data from *DiSC PPSS*, *DiSC Classic 1.0*, and *DiSC Classic 2.0* on EPIC. The report includes an illustration of the group's distribution of DiSC styles, the group's Classical Pattern distribution, and detailed information on how each individual's DiSC style may affect the DiSC culture within the group or organization.

DiSC Group Culture Report

The *DiSC Group Culture Report* helps you explore the DiSC style — or culture — of a group. Once you know the culture — its characteristics, advantages, and drawbacks — you're better prepared to open meaningful discussions with group members. The *DiSC Group Culture Report* can be generated using data from *DiSC PPSS*, *DiSC Classic 1.0*, and *DiSC Classic 2.0* on EPIC. No respondent names are included, which assures anonymity and a safe jumping-off point for further exploration.



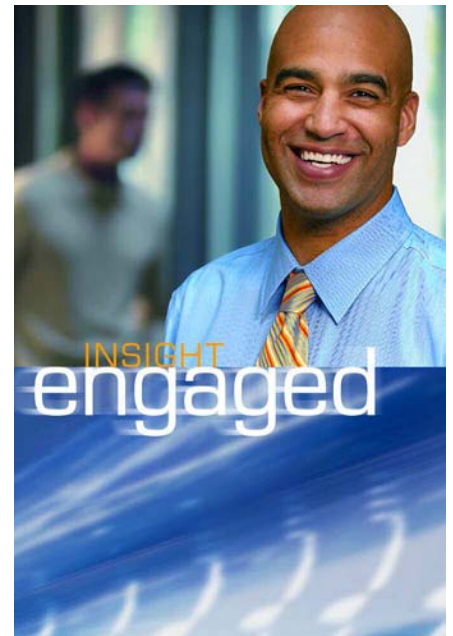
indicates report is available on paper



indicates report is available through the *DiSC PPSS* software



indicates report is available online through the EPIC online profile delivery system



ABOUT INSCAPE PUBLISHING

Inscape Publishing, the leading provider of instrument-based learning systems, pioneered the original DiSC learning instrument over three decades ago. Today, we continue to create innovative products and services that engage, inspire, and empower individuals and organizations. Available in 21 languages in more than 50 countries, Inscape's learning resources have helped over 40 million people gain insight into their attitudes, behaviors, and potential in the workplace.

inscape  publishing

Francess McKelson

International Training Network

P O Box 416, Paulshof, 2056

Johannesburg, South Africa

+27 11 803-5930

itn@mwebbiz.co.za

www.itn.co.za