

# Everything DiSC® Trainer Certification



Human insight is often cited as the skill that distinguishes a good manager from an average one, a great salesman from a mediocre salesman and a likeable person from one whose company we avoid. The key phrase is psychological understanding, which leads the way to situation-adapted behaviour - behaviour that is oriented as much towards the other person as towards oneself.

The DiSC® model describes a person's behaviour and explains why we act as we do in various situations. Understanding the DiSC model and our own DiSC style enhances our self-insight and increases our opportunities of functioning well with others. Enhanced self-insight also leads to enhanced insight in others. Rather than judging a person we do not understand, we can learn how to deal with that person. This insight is valuable in everyday situations, both in work-related contexts, i.e. as managers, salesmen, employees or colleagues, and in our personal relationships.

## **EVERYTHING DiSC® TRAINER CERTIFICATION**

The *Everything DiSC* Trainer Certification provides you with credentials that demonstrate your in-depth understanding of DiSC, the *Everything DiSC Facilitation System*, and its applications. It ensures that you are grounded in the newest DiSC research and provides a way for you to demonstrate your commitment to excellence and innovation. You will be able to deliver your own DiSC training, coaching, and consulting sessions knowing you have a complete understanding of DiSC.

## **LEARN HOW TO CREATE SIMPLE, EFFECTIVE DiSC-BASED SOLUTIONS**

By becoming an *Everything DiSC* Certified Trainer, you will be able to

- Create focused, 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 unique DiSC-based training solutions

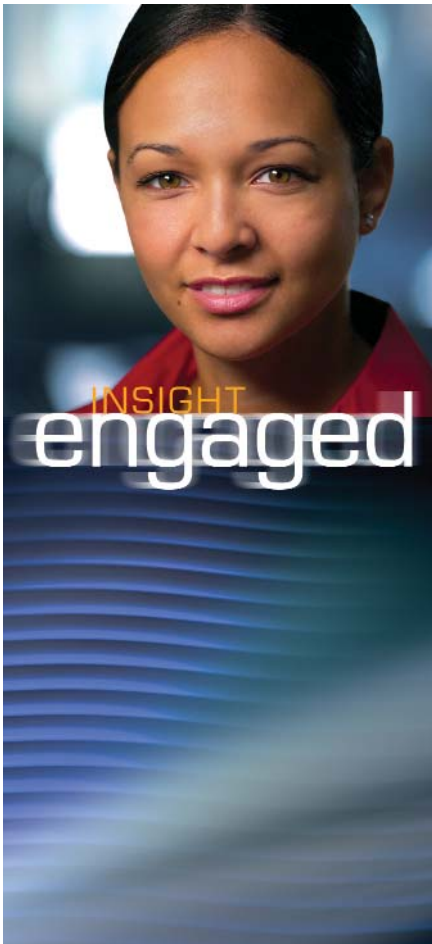
You will discover how to organize *Everything DiSC Facilitation System* Insight Modules into effective solutions. You can tap into any of the pre-assembled Course Outlines to create solutions on a number of topics, including communication, conflict, interpersonal effectiveness, management effectiveness, sales, and team effectiveness. You will also learn how to build your own custom course outlines based on the unique needs of your organization.

## **SUSTAIN LEARNING BY USING A WIDE RANGE OF DiSC REPORTS**

As an *Everything DiSC* Certified Trainer, you will also be able to sustain learning in your organization by utilizing a wide range of DiSC products, including the following:

- *DiSC Classic* profiles
- *DiSC PPSS*
- *DiSC Facilitator Report*
- *QuikDiSC®* Cards
- *Everything DiSC* DVD
- *DiSC Action Planners*
- *Everything DiSC* People-Reading Guide

Choosing the right reports based on your needs will not only help your employees learn about using behavioral styles, but it will also keep employees focused on building stronger relationships with co-workers, managers, and direct reports.



## Everything DiSC® Facilitation System Applications

- DiSC®
- Communication
- Conflict
- Sales
- Interpersonal Management
- Teams

## COMPREHENSIVE TWO DAYS OF LEARNING

During the two days of learning you will be immersed in the history, theory, and interpretation of DiSC®. You are introduced to the underlying research behind the tools and the validation reports derived from this work. You will thoroughly review the resources available to conduct DiSC learning, including the *Everything DiSC® Facilitation System*, the DVD, and the complete line of DiSC reports. You will have hands-on practice crafting a wide range of DiSC solutions, and you will participate in group presentations of the training materials.

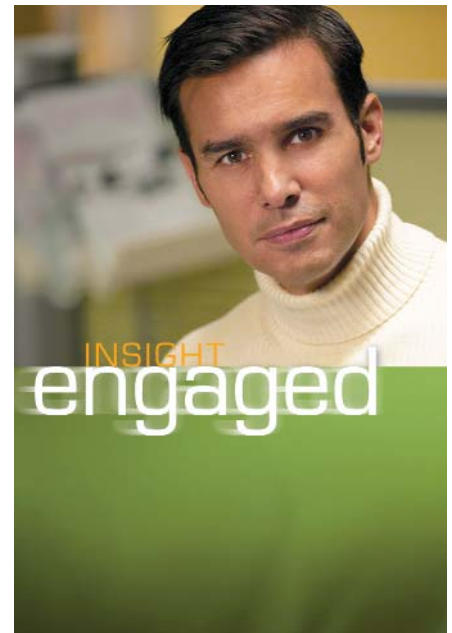
## AFTER THE CERTIFICATION YOU WILL BE ABLE TO:

- Apply *Everything DiSC* to personal development activities, management and leadership development, team-working, advisory courses for the unemployed, relationship training, sales and negotiation training and much more. In particular, the *Everything DiSC* concept includes specific material for training in management development and sales psychology.
- Plan and conduct training using the components of the *Everything DiSC Facilitation System*

The two-day *Everything DiSC* Trainer Certification includes:

- *Everything DiSC Facilitation System* including overheads, exercises, participant handouts etc. for free use and distribution
- *Everything DiSC* DVD (international version with subtitles in 18 languages)
- Refreshments during course hours

**For more information please contact:**



## 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](mailto:itn@mwebbiz.co.za)  
[www.itn.co.za](http://www.itn.co.za)