

# PUBLIC WORKSHOPS

## DISCovering Self and Others

Everyone repeats behavior they feel serves them in some way. Repeated behavior, while not always functional, can be observed and predicted. This powerful one-day workshop is structured to help participants identify and understand their patterns and patterns in other people so that they can communicate more effectively. The workshop is based on the time-tested self-assessment tool using the well-known D (Dominance), I (Influence), S (Steadiness), and C (Conscientiousness) model.

Participants determine their preferred pattern and learn the inherent strengths and undeveloped aspects of that preference. They also learn how their preference differs from others, which may or may not be compatible with their own.

Ideal for project teams and individuals alike, this workshop is designed to help people work together more effectively by improving communication skills.

### Learning Objectives

- To increase awareness of yourself and others
- To identify patterns in your behavior and what you need from others to do your best work
- To understand others' motivations
- To become more "people smart"
- To understand what creates/drains energy and commitment
- Develop more trust, cooperation, and teamwork

### Program at a Glance

#### Day 1: Morning

- Welcome and Overview
- The Basic Behavioral Shapers
- Secondary Behavioral Scales
- Analyzing Your Personal Profile
- Comparing Strengths and Stressors
- Personal Preference and Esteem
- Personal Preference and Time Management
- DiSC® Principles
- Understanding Self

#### Day 1: Afternoon

- Input on People Reading
- Diagnosing Others' DiSC® Preferences
- People Reading Profile
- Group Learning Activity: Case Studies
- DiSC® Game
- Optional Activities
  - The Bob Knowlton Case
  - Mystery Guest Interviews
  - Blending Strategies
  - Influencing Practice
  - Application Back Home
  - Diagnosing Your Coworkers, Boss, or Employees

## Prerequisite

This workshop serves as a prerequisite for trainers and HR professionals who will attend a subsequent Training for Trainers session.

## Who Should Attend

- Anyone interested in understanding his or her DiSC® profile in order to become a more effective communicator
- Members of work teams
- Executives, senior-level managers, mid-level managers, or supervisors

## Continuing Education

All Blanchard workshops qualify for continuing education units. Call the learning center office at 888 637-8729 for more information.

## Cancellation Policy

Due to our limited enrollment policy, there is a cancellation fee of \$250 for cancellations within 30 days of the event. No refund will be given for cancellations less than five days prior to the event. A rescheduling fee of \$150 will be assessed if attendees change dates within 30 days of the workshop. Please call Canada and the United Kingdom for their cancellation policy.

*Note: Attendance is limited to 25 participants to ensure personalized attention to specific needs.*

*The workshop design is subject to change. Please contact your sales consultant for details about the workshop.*

## How to Register

### By Phone

#### In U.S.

760 489-5005 or 800 728-6000

#### In Canada

905 568-2678 or 800 665-5023

#### In United Kingdom

44 (0) 20 8540 5404

### By Mail

#### In U.S.

The Ken Blanchard Companies  
125 State Place  
Escondido, CA 92029

#### In Canada

The Ken Blanchard Companies  
120 Matheson Blvd. E, Suite 104  
Mississauga, ON L4Z 1X1

#### In United Kingdom

The Ken Blanchard Companies  
Blanchard House, 1 Graham Road  
Wimbledon, London SW19 3SW

### By Fax

#### In U.S.

760 489-8407

#### In Canada

905 568-2720

#### In United Kingdom

44 (0) 20 8540 5464