

Extended DISC® Success with People

Success with People is an online logistical and training support tool for our acclaimed *Extended DISC® Personal Analysis* assessment tool. **Success with People** builds on a platform of self-discovery. It guides learners through a simple, yet effective process of identifying *where they are, where they want to be and the best strategies for getting there.*



Success with People adds a new dimension to the e-learning landscape by wrapping the learning experience around a formal behavioral assessment of the learner. They learn about *their* needs in a language and a style that is comfortable for them.

Why Success with People?

There are things about each of us that are not readily apparent - even to ourselves. Yet these things have a direct impact on how well we do in life. **Success with People** directly addresses the need for us to achieve a deeper understanding of ourselves.

Your **Success with People** package includes the comprehensive *Extended DISC® Personal Analysis*. It identifies areas for personal adjustment. The companion online support program guides you through the process of appreciating who you are and provides step-by-step advice on how you can get better results from your preferred style.

Success with People Applications

Success with People is a platform course for all personal development, training and coaching initiatives:

- Understanding self
- Relating to others
- Employee orientation
- Team cohesiveness
- Sales
- Customer Service
- Leadership and Management development
- Career and Succession planning

Success with People, along with the companion *Extended DISC®* suite of tools, is a one-stop solution that can:

- Assess individuals professionally and coach them
- Identify behavioral gaps and bridge them
- Analyze teams and support their cohesiveness
- Analyze jobs and prepare people to fill them more effectively
- Study work pairs and coach them
- Get 360° feedback on individuals and guide their adjustments
- Complete organizational climate surveys and enhance morale



Success with People in Support of the HR function

Success with People is a customizable online learning experience which adds value by:

- Eliminating time away from the workplace
- Reducing the logistical cost of delivering training
- Enabling *any time, any place* learning
- Facilitating training across geographical locations
- Supporting targeted coaching and development



Success with People is customized to the 29 work environment factors of the *Extended DISC® Personal Analysis*. That makes it an ideal support tool for targeted self adjustment or executive coaching. The targeted approach facilitates the evaluation of training return-on-investment. The use of hundreds of context-appropriate quotes from Welch, through Drucker to Aristotle enriches the learning process and motivates learners to complete their program of study. The provision of tracking information keeps learners on top of their progress.

About the Success with People Experience

Success with People uses a variety of instructional methods to enrich your learning experience. There is extensive use of *funecdotes* and mini-cases to provide a solid platform for experiential learning. Ongoing assessments and a feedback option serve to ensure that the transfer of knowledge is taking place and that you are comfortable with the program.

Key subjects that are addressed in the **Success with People** core content include:

- Reading People 101 - Foundations, Application
- What drives the four basic styles?
- Identifying the primary behavioral styles in action
- Getting acquainted, Comfort inducers and Discomfort inducers
- Resolving disputes, Winning favor, Getting to win-win
- Leading and supervising: Promoting Excellence, Directing and Leading Change
- Giving Instructions and Assigning Tasks
- Winning Communication Strategies
- Giving negative feedback
- Team dynamics: Team leadership issues
- Team cohesiveness issues
- Getting better results from your preferred style

How can I learn more?

Contact us today. We can answer your questions and provide you with a **FREE Success with People tour**. We are confident that you will like what you see.



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