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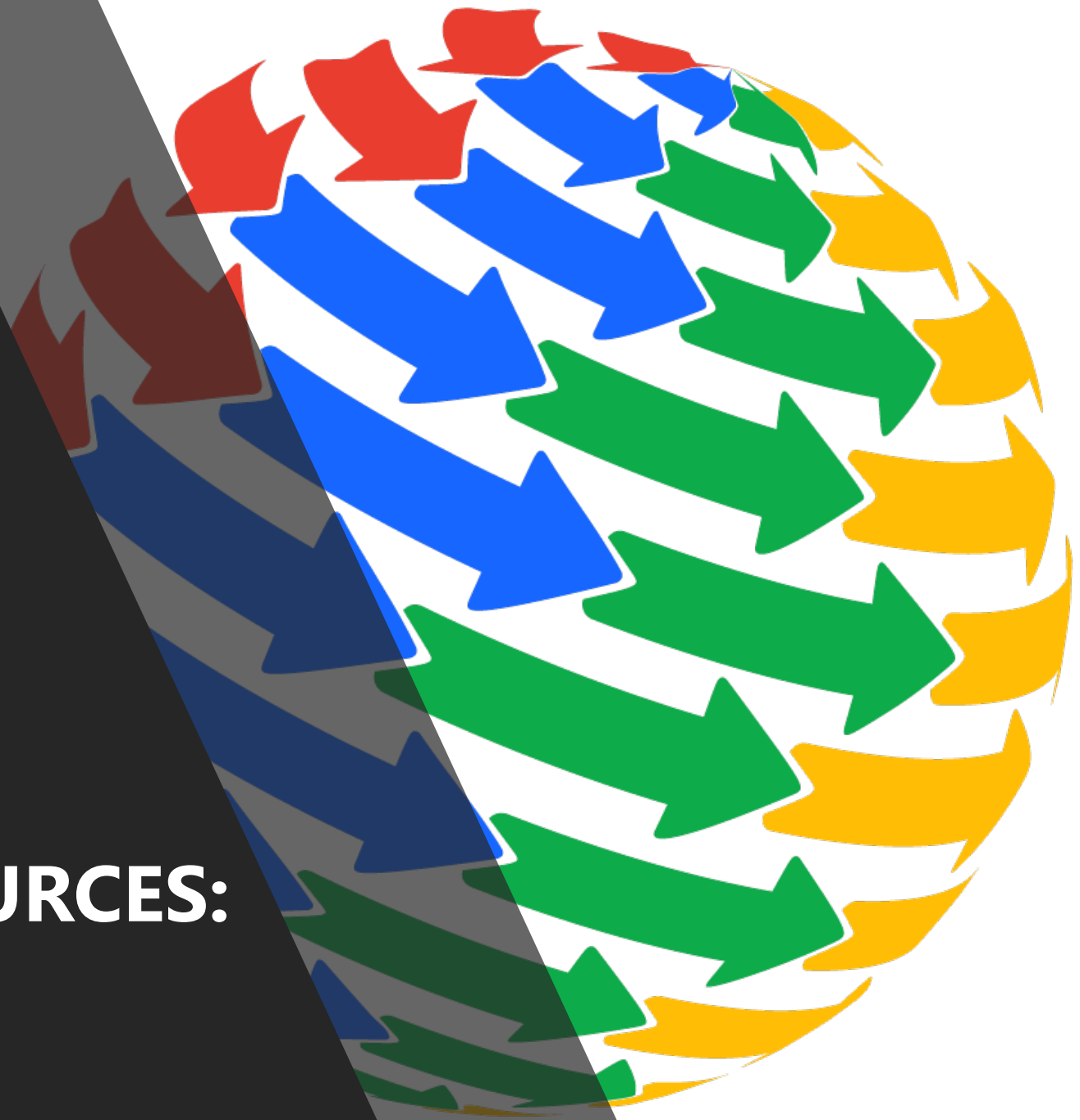
GLOBAL LEADER IN ASSESSMENT TECHNOLOGY



YOUR DASHBOARD RESOURCES:

TRAINING & ASSESSMENT TOOLS

ASSESSMENTS 24X7 PRESENTERS

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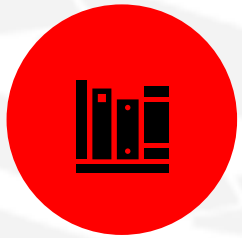
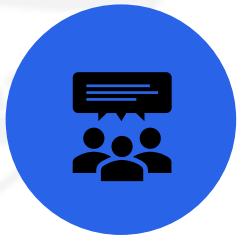
AGENDA



TRAINING MATERIALS



NON-CERTIFIED RESOURCES

CERTIFIED RESOURCES

RESOURCE TOUR

OTHER TOOLS & REPORTS

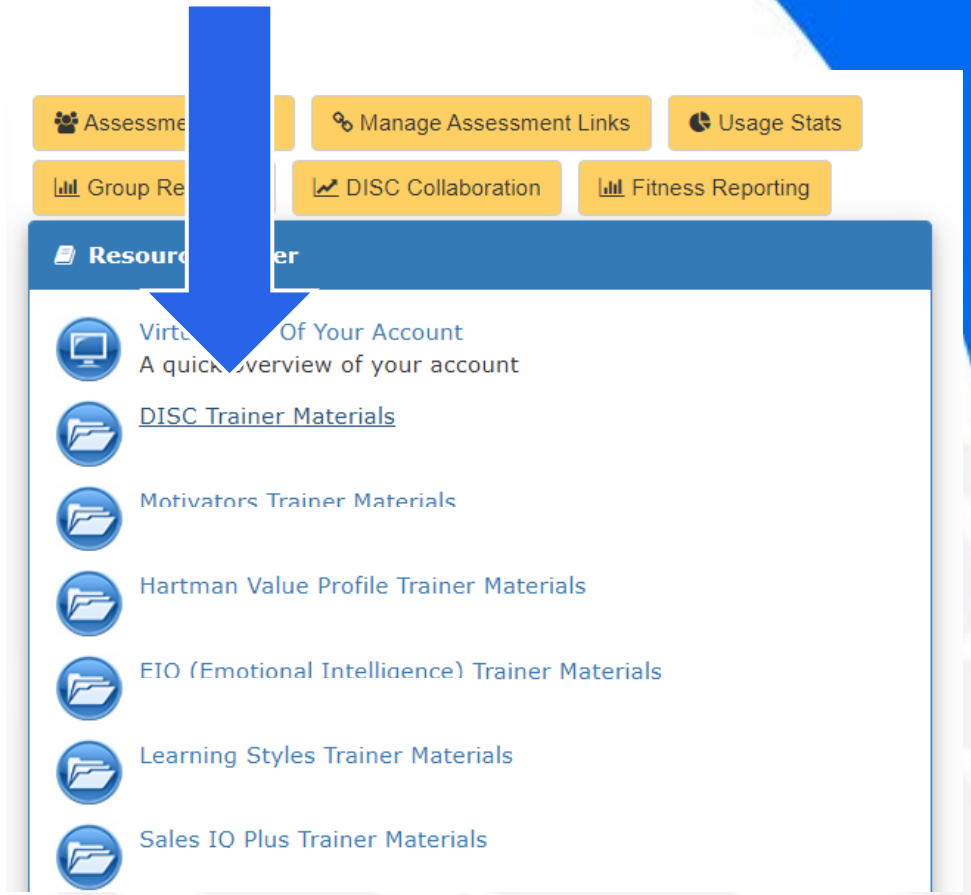
TRAINING MATERIALS

TRAINING MATERIALS

- *Trainer Materials libraries for Certified and Non-certified Practitioners*
- *On-demand access when you need it*
- *Assessment specific tools to:*
  - *grow and develop model knowledge*
  - *provide comprehensive debriefs*
  - *enhance coaching*
  - *offer robust workshops and trainings*
  - *support your marketing efforts*

NON-CERTIFIED TRAINING TOOLS

- *Available for anyone to use*
- *Accessible through your assessment dashboard*



- ✓ *Group & Team Building Exercises*
- ✓ *Games and Interactive Learning*
- ✓ *Debrief Resources*
- ✓ *Background Materials*
- ✓ *Presentation and Training Materials*
- ✓ *DISC Video and Audio Files*
- ✓ *Follow-Up Email Tools (i.e. 52-week email series)*

CERTIFIED TRAINING TOOLS

- *Includes all of the Non-Certified tools and much more:*
  - ✓ *Group & Team Building Exercises*
  - ✓ *Games & Interactive Learning*
  - ✓ *Debrief Resources*
  - ✓ *Presenting/Facilitation Resources*
  - ✓ *Background Materials*
  - ✓ *Presentation and Training Materials*
  - ✓ *DISC Video and Audio Files*
  - ✓ *Follow-Up Email Tools (i.e. 52-week email series)*
- *Additional workshop, debriefing & coaching resources*
- *Available only through Certification program enrollment*

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DISC Trainer Materials

The Training Materials library is your comprehensive resource for coaching and debriefing tools, additional insight & information on the assessment, reports and models, and gives quick access to class/workshop materials you may need. Explore these at your leisure - you will find there are many useful and valuable resources to support your continued development, understanding and application!

Group Exercises for Trainers

Resource
Educational Innovations A wonderful place to find ideas for your team-building sessions and workshops. This link points to just one of the categories, but you can look at all of them on the sidebar.
DISC Behavioral Pattern View Poster (Wheel)
Lost on the Moon Exercise
40 Icebreakers for Small Groups
Lost at Sea Exercise

DISC Debrief Resources

Resource
DISC Debrief Guide Overview and Guide for what is included on each page of our DISC assessment report.
DISC FAQs Provide answers to Frequently Asked Questions regarding the DISC model, the DISC Assessment and Report, Reading DISC Graphs, DISC History, Hiring and Selection, and other assessments.
Natural and Adapted DISC Graphs There are two Word Sketches – the Adapted Style and the Natural Style. These pages give descriptions to further reveal your needs-motivated,

Learning Styles Trainer Materials

The Training Materials library is your comprehensive resource for coaching and debriefing tools, additional insight & information on the assessment, reports and models, and gives quick access to class/workshop materials you may need. Explore these at your leisure - you will find there are many useful and valuable resources to support your continued development, understanding and application!

Learning Styles Training Resources

Resource
PowerPoint Presentation 2 Hour Workshop Overview of Learning Styles and report debrief opportunity
2 Hour Facilitator Guide Step-by-step instructions for facilitating 2-hour workshop
Learning Styles Debriefing Guide Overview and Guide for what is included in the assessment report
VAK Support Information

Group Exercises for Trainers

Resource
Educational I A wonderful plac workshops. This l all of them on th
Lost on the M
40 Icebreaker
Lost at Sea Ex
Paper Tower

Sales IQ Trainer Materials

The Training Materials library is your comprehensive resource for coaching and debriefing tools, additional insight & information on the assessment, reports and models, and gives quick access to class/workshop materials you may need. Explore these at your leisure - you will find there are many useful and valuable resources to support your continued development, understanding and application!

Sales IQ Training Resources

Resource
Educational Innovations A wonderful place to find ideas for your team-building sessions and workshops. This link points to just one of the categories, but you can look at all of them on the sidebar.
Download Managers Guide
Download Sample Team Report

Sales IQ Videos

Resource
Sales Preparation
Self Preparation
Targeting the Right M
Targeting the Right M
Connecting with the H
Connecting with the H

Motivators Trainer Materials

The Training Materials library is your comprehensive resource for coaching and debriefing tools, additional insight & information on the assessment, reports and models, and gives quick access to class/workshop materials you may need. Explore these at your leisure - you will find there are many useful and valuable resources to support your continued development, understanding and application!

Group Exercises for Trainers

Resource
Educational Innovations A wonderful place to find ideas for your team-building sessions and workshops. This link points to just one of the categories, but you can look at all of them on the sidebar.
Lost on the Moon Exercise
40 Icebreakers for Small Groups
Lost at Sea Exercise

Motivators Training Resources

Resource
PowerPoint Presentation 2 Hour Workshop Overview of Motivators, discussion and activity and report debrief opportunity.
2 Hour Facilitator Guide Step-by-step instructions for facilitating 2-hour workshop
Motivators Debrief Guide Overview and Guide for what is included in the assessment report
Motivators Scoring Guide

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ASSESSMENTS & OTHER REPORTS

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CORE ASSESSMENTS

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You can view sample reports from your dashboard

MORE ASSESSMENTS

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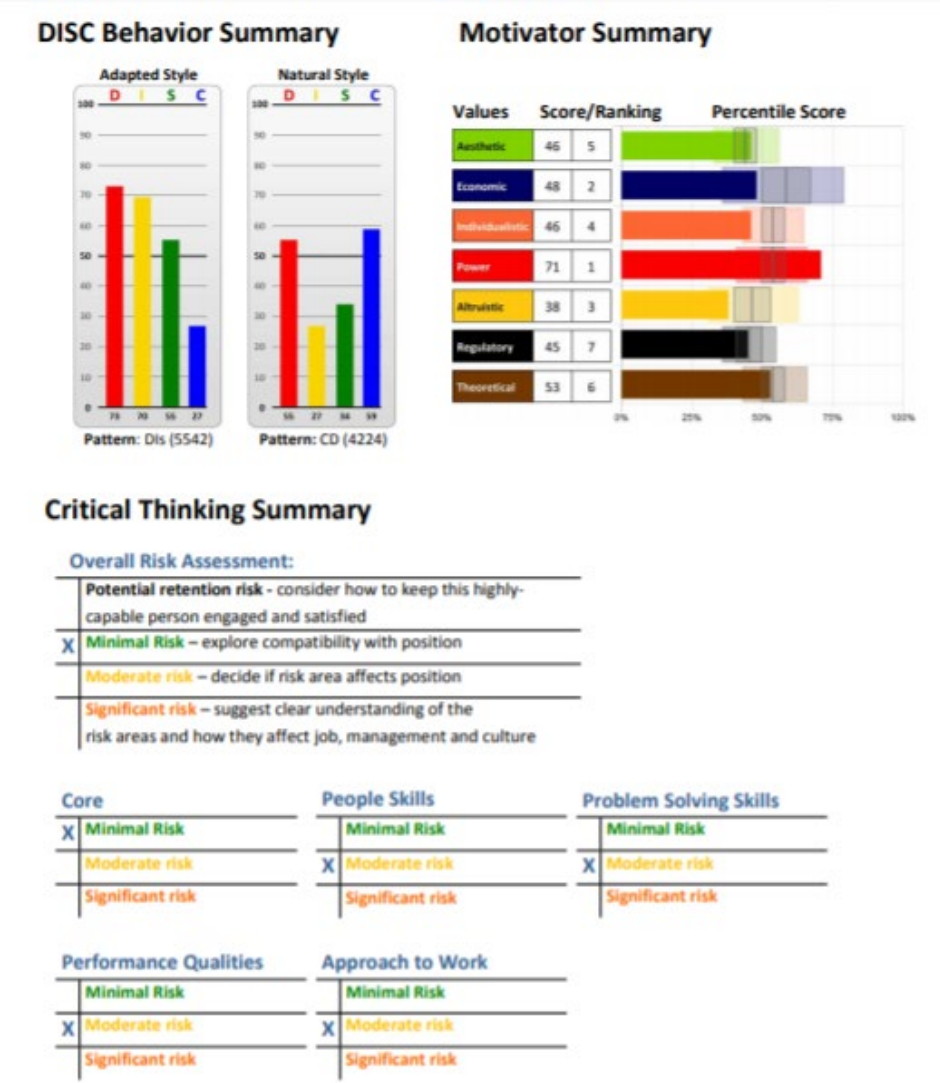
GPS & BENCHMARKING



DISC Behavior Summary

Adapted Style

Pattern: DIs (5542)

Natural Style

Pattern: CD (4224)

Motivator Summary

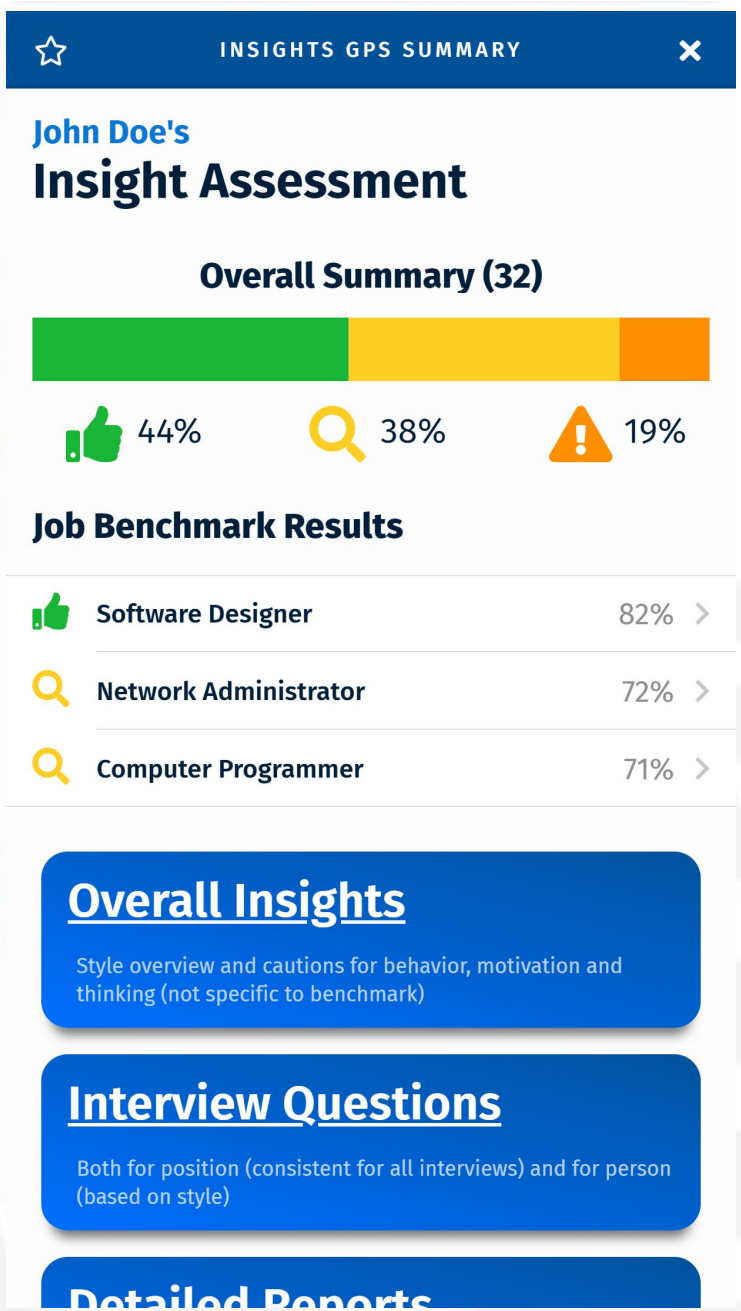
Critical Thinking Summary

Overall Risk Assessment:

	Potential retention risk - consider how to keep this highly-capable person engaged and satisfied
X	Minimal Risk – explore compatibility with position
	Moderate risk – decide if risk area affects position
	Significant risk – suggest clear understanding of the risk areas and how they affect job, management and culture

Core		People Skills		Problem Solving Skills	
X	Minimal Risk		Minimal Risk		Minimal Risk
	Moderate risk	X	Moderate risk	X	Moderate risk
	Significant risk		Significant risk		Significant risk

Performance Qualities		Approach to Work	
	Minimal Risk		Minimal Risk
X	Moderate risk	X	Moderate risk
	Significant risk		Significant risk



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TEAM REPORTS

Compare this Team's Natural Style to the Adapted Style below:

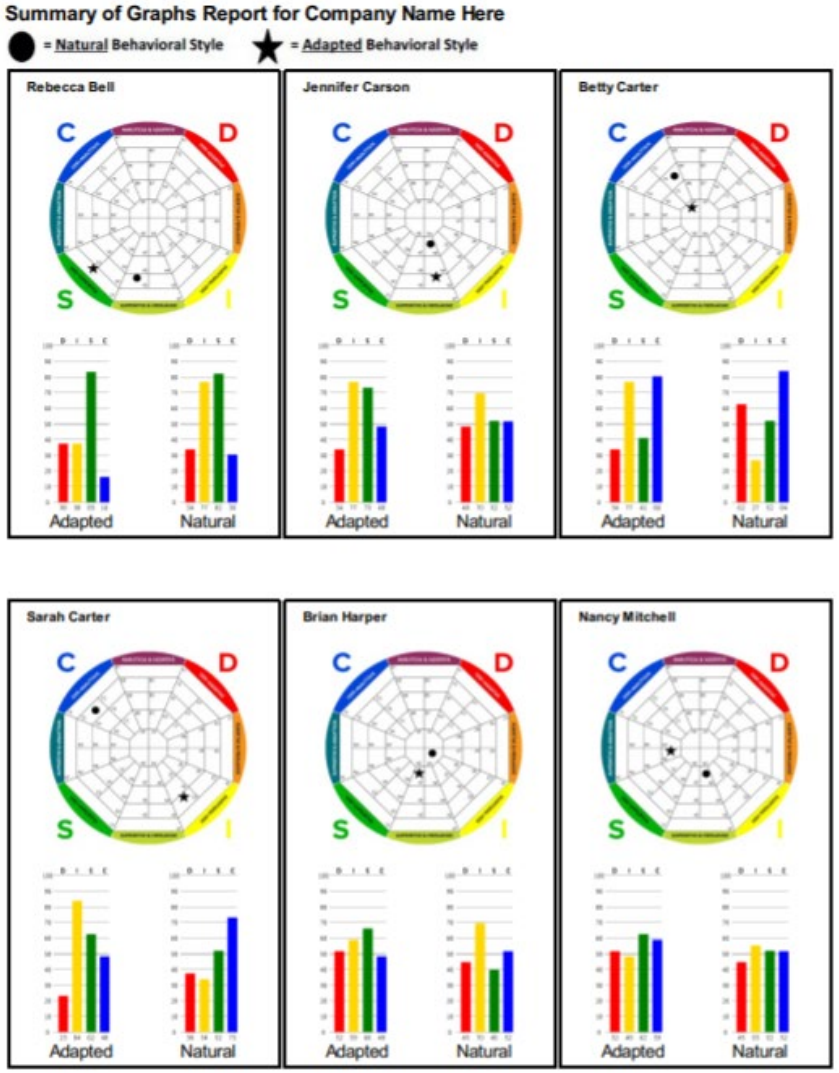
Each quadrant has an overarching style comprised of either a **Direct or Indirect style** ***AND*** an **Open or Guarded style**.

***Direct Style** = enthusiastic, competitive and results focus*
***Indirect Style** = reserved, cooperative & patient*
***Open Style** = a desire to build a bridge and connect with others*
***Guarded Style** = a more private, specific, logical and analytical style*

Is the team adapting to meet group objective(s)?
Is adapting both necessary and effective?
Is the team adapting toward or away from the Leader?
Is there a predominance or under-representation of any particular DISC style? If so, what are the likely consequences?

What are some areas to focus on to build more effective collaboration?

Init.	Name	Adapt Style	Nat Style
SaRe	Sample Report	IC	D
SaRe	Sample Report	CIs	CS
SaRe	Sample Report	CSi	SC
SaRe	Sample Report	I	Sc
SaRe	Sample Report	I	Isc
SaRe	Sample Report	Isc	C
SaRe	Sample Report	SI	CSD
SaRe	Sample Report	IS	SIC
SaRe	Sample Report	Csi	CD
SaRe	Sample Report	CIs	CS
SaRe	Sample Report	I	CS
SaRe	Sample Report	SC	SC
SaRe	Sample Report	Is	Isc
SaRe	Sample Report	Is	C
SaRe	Sample Report	DIs	CD
SaRe	Sample Report	IC	SC
SaRe	Sample Report	Cd	Csd



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TEAM REPORTS

TEAM MEMBER		Careful Decision Making Low: Impulsive High: Cautious	Reasoning Low: Intuition-based High: Evidence-based	Change Resistance Low: Drives Change High: Reluctant to Change	Prioritizing Low: Results High: Rules	Self-Reliance Low: Collaborative High: Directive	Work Process Alignment Low: Accuracy High: Consistency	Accuracy Low: Predictability High: Precision	Building Rapport Low: Result-Focused High: Relationship-Focused	Personal Drive Low: Others-driven High: Self-Driven	Providing Instruction Low: Reserved & Detailed High: Directive & Compulsive	CustomerTeam Interaction Low: Supporting High: Engaging	Expressing Openness Low: Structural High: Social
Sample	Report	50	41	68	59	32	59	41	68	32	41	50	59
Sample	Report	46	52	30	36	66	45	55	34	70	64	53	48
Sample	Report	25	27	20	21	55	48	52	45	80	79	75	73
Sample	Report	51	45	57	50	45	57	43	55	43	50	49	55
Sample	Report	42	52	51	61	41	40	59	59	49	39	58	48
Sample	Report	78	62	72	57	55	65	35	45	28	43	22	37
Sample	Report	73	79	68	73	55	45	55	45	32	27	27	21
Sample	Report	64	64	52	52	62	50	50	37	48	48	36	36
Sample	Report	68	62	66	61	52	55	44	48	34	39	32	37
Sample	Report	44	41	58	55	36	53	47	64	41	45	56	59
Sample	Report	49	59	48	57	52	40	59	48	52	43	50	41
Sample	Report	69	69	51	52	68	49	50	32	49	48	31	31
Sample	Report	51	48	60	57	41	53	47	59	40	43	49	52
Sample	Report	57	66	42	52	64	40	59	36	58	48	43	34
Sample	Report	62	62	58	59	54	49	50	46	41	41	38	37
Team Average		**55**	**55**	**53**	**53**	**52**	**50**	**50**	**48**	**46**	**47**	**45**	**45**
Team Median		**51**	**59**	**57**	**57**	**54**	**49**	**50**	**46**	**43**	**43**	**49**	**41**

Intensity Scoring Legend

HIGH INTENSITY
HIGH MODERATE
MODERATE INTENSITY
LOW MODERATE
LOW INTENSITY

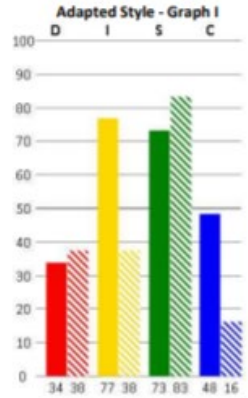
- **High Intensity** - High Intensity scores will be clearly observable, displayed more often and seen in most situations.
- **High Moderate** - High Moderate Intensity scores are frequently observable in many situations.
- **Moderate Intensity** - Moderate Intensity scores do not mean "mild." Moderate means the behavior is flexible and may or may not become observable based upon the requirements of the specific situation.
- **Low Moderate** - Low Moderate Intensity scores are only SOMETIMES observable in SOME situations.
- **Low Intensity** - Low Intensity scores indicate the ABSENCE of this behavior in MOST situations.

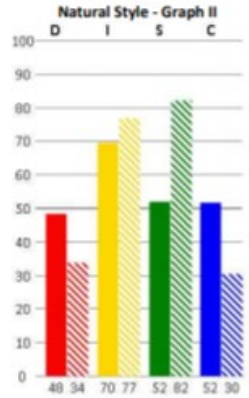
DISC scores of Jennifer and Rebecca

This DISC Collaboration Report shows how Jennifer and Rebecca interact with each other in order to help them develop a better working relationship. Their DISC behavioral style is only one aspect within a working relationship, but it is one of the most crucial elements, as it defines how they interact and communicate with each other.

Jennifer Carson
- = Natural Behavioral Style
- = Adapted Behavioral Style
- = Bar Graph

Rebecca Bell
- = Natural Behavioral Style
- = Adapted Behavioral Style
- = Bar Graph





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THANK YOU!

Contact us:

hello@assessments247.com
206-400-6647

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