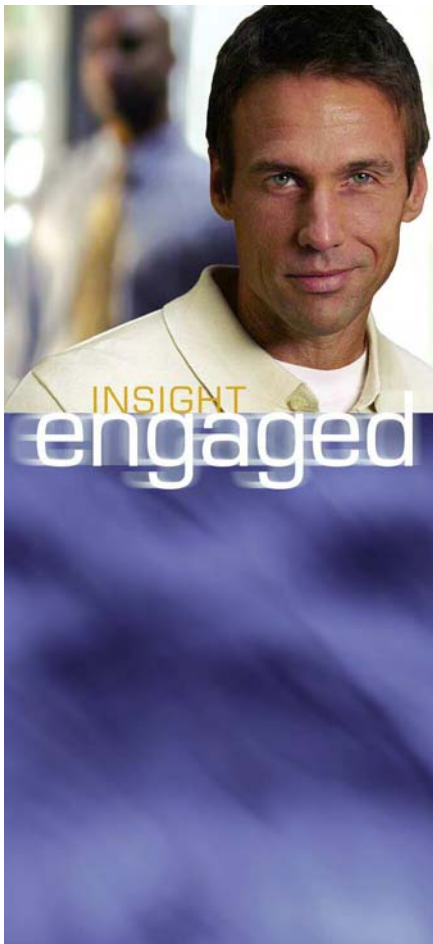


# Everything DiSC® DVD



## Everything DiSC® DVD Applications

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

### EVERYTHING DiSC® DVD

The *Everything DiSC®* DVD is the video companion to the *Everything DiSC Facilitation System*. However, it can also be easily incorporated into your existing DiSC training. The *Everything DiSC* DVD provides over one hour of new training video in 68 individually selectable segments and includes optional English and Spanish subtitles.

### CUSTOMIZE EVERY SEMINAR WITH TRUE DVD TECHNOLOGY

The *Everything DiSC* DVD is menu-based and offers multiple viewing options for each of its four sections: Pure Styles, The Meeting, Effective Communication, and Natural Styles.

#### Pure Styles

This section includes four characters representing the purest form of each of the four DiSC styles. Each character is shown in five separate segments, in which the characters describe themselves (and ultimately their styles) by giving a general overview of their behavior and describing four basic aspects of themselves. The five segments are:

- Introduction
- Preferred Environment
- Goals
- In Conflict
- Fears

The Pure Styles section can be viewed in several different ways to best meet your training objectives and the needs of your audience. It can be viewed by character if you'd like your audience to get a lot of information about a particular DiSC style or styles. It can also be viewed by segment if you'd like to provide a comparison of the styles by segment. Or, you can take an a la carte approach — choosing any segment of any character and playing it individually.

#### The Meeting

This section consists of six independent scenes showing a team in conflict, a manager meeting with individual team members to work through the conflict, and a more effective team meeting as a result. This section is particularly effective for helping managers recognize the needs of their employees and discover how to manage to each style.

#### Effective Communication

This section consists of nine independent scenes and features a Human Resources Manager who is recruiting four sales people — each representing one of the DiSC styles — for a new division. You'll see two interactions between the HR Manager and each candidate, one ineffective and one effective, based on the degree to which he tailors his communication style to the needs of each individual.

#### Natural Styles

The Natural Styles section illustrates the complexity of the styles as they appear in the real world. It allows participants to understand and appreciate the subtlety of behavior and human interaction. In this section, people of all four DiSC styles give informal, unscripted responses to eight questions. You'll also see an unscripted conversation between two opposite styles and a people-reading activity.

### COMPREHENSIVE VIEWING MANUAL INCLUDED

Along with your *Everything DiSC*® DVD, you'll receive a comprehensive 34-page Viewing Manual. The manual provides an overview of the video content and step-by-step facilitation suggestions for each section. You'll learn how to use the video segments in a variety of classroom exercises, including:

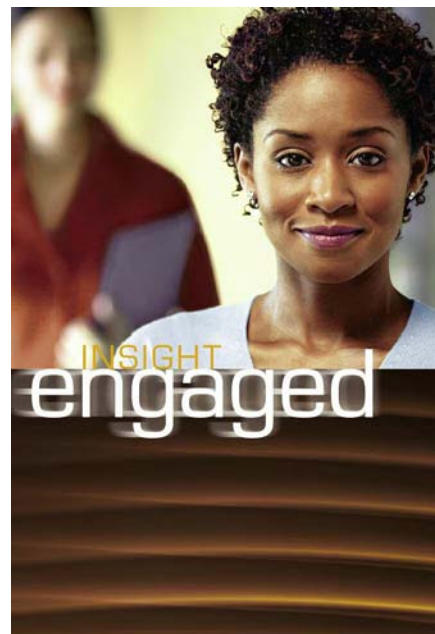
- Setting learning objectives for a seminar
- Introducing participants to the DiSC styles
- Helping participants read the DiSC styles of others

### ADD THE EVERYTHING DISC FACILITATION SYSTEM FOR MAXIMUM IMPACT

The *Everything DiSC* DVD is fully integrated into the *Everything DiSC Facilitation System* — the most powerful tool ever built to help you succeed with DiSC. This extensive system provides a quick and easy way to

- Create simple, 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 DiSC-based training solutions

The *Everything DiSC Facilitation System* provides ready-made modules and course outlines that help you create custom solutions for your clients.



### 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.

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The Norquest Team  
Norquest Associates Inc.  
518 Rosedale Ave  
Sarnia, ON N7V 1Y9  
519-344-9391 1-800-842 5857  
doreen@norquestassociates.com  
www.norquestlearning.com www.discandmore.com