

Enhance Performance

The foundation for personal and professional success is built on self-understanding, understanding others, and realizing the impact of your behavior on the people around you. Sharpen your communication skills by learning the D.I.S.C. Language that explores behavioral issues across four primary dimensions. Dominance, Influence, Steadiness and Compliance.

The D.I.S.C. Personal Insights Profile is one of the most widely used assessments on the market today and has unlocked the door to effective communication and productive relationships for over 40 million people worldwide.

It Takes All Kinds

People are not alike and need to be treated in different ways. Every behavior style reacts in predictable ways to certain words and body language actions. Learn the most effective ways to influence, motivate and communicate with others. When you can adjust your style to appeal to the style of others you will build stronger relationships.

Dynamic Communication presents a learning approach that has multiple workplace applications and has been successfully used to meet critical organizational needs.

- Management Development
- Customer Service
- Sales Training
- Team Building
- Recruitment and Employee Retention
- Coaching and Organizational Development
- Improving Morale and Rapport

Bring Out The Best In Your Management Team

Managing one's self and others - Learn what you do that helps and hampers others in their work.

Self-awareness is a vital key to effective management and organizational success. Knowing one's own behavioral style is the first step to understanding and valuing the differences in others. When you understand how others like to be managed and motivated, you will gain cooperation, reduce conflict and promote appreciation of individual differences.

- Enhance Individual and Team Productivity.
- Turn Each Employee's Talents into Performance

Give your Sales team a Competitive edge

Building relationships is integral to an effective sales process. Understanding how prospects and customers like to make decisions is imperative for exceptional sales results. Dynamic Communication teaches salespeople how to identify their customer's Behavior Style and adapt their selling style accordingly.

- Create And Maintain Relationship-Based Sales
- Stay Focused On Customer Needs

Provide Exceptional Customer Service

Your telephone professionals can reduce the number of calls to solve problems and increase customer satisfaction by understanding the customer's preferred approach to communication and problem solving.

D Dominance - Challenge
How you respond to problems and challenges

I Influence - Contacts
How you influence others to your point of view

S Steadiness - Consistency
How you respond to the pace of the environment

C Compliance - Constraints
How you respond to rules & procedures set by others

- Participants receive their own personalized 26-page D.I.S.C. Personal Insights Profile and Action plan for personal improvement.

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