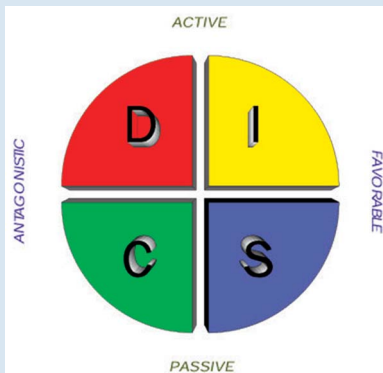


LEARN TO SPEAK DISC

To Better Understand Self • Others • Job

A behavioral profile is an accurate description of our observable behavior. A profile narrates exactly 'how' we prefer to do things. This includes how you prefer to be talked to, motivated and managed; the environment you prefer to work in; your contributions to any team or organization and your behavioral strengths and weaknesses. Each behavioral style assessment creates a detailed, personalized report of behavior in relation to problems, people, pace, and procedures.



Problems - How you respond to problems and challenges.

People - How you influence others to your point of view.

Pace - How you respond to the pace of the environment.

Procedures - How you respond to rules and procedures set by others.

All companies today have problems relating to systems and people. All problems require people to find and implement the solution.

You will gain an in-depth understanding of D-I-S-C quadrants and classical pattern graphs from the 384 possible combinations.



ABOUT ARTHUR G. SCHOECK

Over ten thousand executives, managers, and employees have benefited from Data Dome, Inc.'s products and workshops. Art is in demand by companies all over the country, not only for his considerable expertise but also because his seminars are enlightening, constructive, and enjoyable.

CEO of Data Dome, Inc., Art is a communications expert and specialist in style-based behavioral strategy. He received his BA in psychology from Florida State University, and completed his post-graduate research in Behavioral Psychology at the University of Florida.

Art Schoeck, who is a Target Training International Trainer of the Year, has extensive experience in internal communication, leadership development, team building, and coaching. His many years as a business owner have also provided him with a unique understanding of strategic business issues.

If you believe your #1 resource is your people...

Data Dome Inc. will provide you with the keys to improve individual and team performance.

Assessment
Hiring
Surveying
Team Building
Sales
Career
Development
Coaching

TEL
404-814-0739
FAX
404-262-2607

service@datadome.com
www.datadome.com



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DISC Behavioral Style Certification

Training and Certification

Style Assessments and Processes

Employee Performance and Productivity

1050 Lindridge Dr NE
Atlanta, GA 30324
www.datadome.com

Behavioral Style Analysis Certification

is a behaviorally-based communication workshop. Participants will learn how to communicate using the DISC language as a way of understanding themselves and others. The workshop incorporates a behavioral assessment to give a more complete understanding of what DISC is and how to use it to interact with others and to appreciate others' behavioral styles. Effective communication stems from the right combination of tone of voice, words, body language, and pace of speech and actions. These four areas are the components of a person's behavioral style.

You will acquire skill in adapting behavior to communicate effectively with others, even if they have an incompatible style. Understanding styles corrects misconceptions, miscommunications and misunderstandings. Using the techniques contained in this workshop, you will attain expertise in opening the different doors of communication. Behavior is the doorway to communication. The use of it creates **win/win relationships**.

- **What is DISC? (and what it is NOT)**
- **Benefits of Behavioral Analysis**
- **Brief History of the Language**
- **Defining and Learning the Language**
- **Reading the Graphs**
- **Recognizing Behavioral Styles**
- **Reading the Language**
- **Blending the Language**
- **Selling to Style**
- **Understanding Behavioral Adjustments to the Job / Work Environment**
- **Identifying Potential Stress Problems**
- **Aligning Behavioral Expectations with the Boss**
- **Seeing Everyday Events in a New Light**
- **Applications of the Language**

...for optimum effectiveness involving people interactions.

Become the Expert

- Discover why the key to performance optimization is an understanding of self, others, and the job
- Gain specific communication strategies to use with each of the different behavioral tendencies
- Attain self knowledge with personalized behavioral style assessment
- Identify and recognize major tendencies of different behavioral styles
- Accept and appreciate the value of different styles
- Understand the relative compatibilities of each style
- Recognize the needs of others and learn which communication behaviors cause misunderstanding, frustration and reduced performance
- Understand how others process information, what is needed to thrive and be motivated, and how different styles respond to change
- Explore the similarities styles share regardless of cultural differences
- Understand how style influences the way individuals experience stress
- Motivate others toward greater productivity
- Capitalize on talent and integrate specific strengths into organizational and team roles
- Appreciate the impact of style differences on the conflict management process
- Learn about the six basic hidden motivators and the drive behind each one
- Become an expert in position benchmarking using the style of the job itself
- Learn how to use the most advanced behavioral style analysis model for your specific purposes

Apply What You Learn to Specific Situations

Communication Skills • Leadership • Team Building
Productivity • Engagement and Commitment
Coaching • Sales • Conflict Resolution • Productivity
Motivation • Change Management • Job Selection
Career Planning • Time Management • Goal Setting

You'll be trained by an expert in the field of behavioral strategy who has trained thousands of individuals in the concepts and applications of behavioral analysis.

After successful completion of the certification course and examination, you will receive your certificate.

CERTIFIED PROFESSIONAL BEHAVIORAL ANALYST (CPBA)



TWO-DAY TRAINING

Each class is limited to six people to ensure personal attention and optimal participation and interaction

\$1295 per participant

Attend as a team

\$ 995 per participant for 2
\$ 795 per participant for 3+

Call Art Schoeck at 404-814-0739 to schedule your certification training.

INCLUDED:
Behavioral Style Assessment
DISC Reference Book
CPBA Certification