

People insights through DISC & effective application of DISC in the workplace



In daily work, understanding your colleagues' personalities helps you communicate effectively and collaborate better. However, you may be wondering:

- How do you identify your own and others' personality types to adjust your communication style appropriately and avoid unnecessary misunderstandings?
- How do you leverage strengths and overcome weaknesses of each D, I, S, C personality group in your team to achieve optimal teamwork performance?
- How do you apply specific communication techniques with different personality types to persuade and positively influence others?

Join the training program "People Insights through DISC & Effective Application of DISC in the Workplace" to master the DISC tool, learn to identify and work effectively with everyone, build strong relationships, and succeed in your work.

CONTENT

Part 1: Overview of DISC

- Awareness of issues arising during communication and working with people.
- DISC – the process of development and scope of application.
- Characteristics of the DISC personality groups.
- DISC personality test for self-assessment.
- Methods for identifying the DISC personality types of others.

Part 2: Identifying and Understanding Psychology, Behavior, Strengths, and Weaknesses of People through DISC Personality Types

- Identifying the observable behaviors of each DISC personality type: approaches, tendencies in task management, and decision-making styles, etc.
- Strengths and weaknesses of each D, I, S, C personality type.
- Methods for overcoming weaknesses and optimizing strengths of each personality type in the workplace to achieve higher performance.
- Methods for improving the weaknesses of each DISC personality type for greater success.

Part 3: Communication Strategies and Effective Collaboration Based on Personality Groups

- The "Diamond" principle in communication and working with anyone.
- The 3A model for understanding and connecting with others to work effectively.
- Communication strategies for each D, I, S, C personality type.
- Strategies for leading, collaborating, and working effectively with people in teams.

Part 4: Summary and setting Action Plan

※ The above content is subject to change without prior notices

OBJECTIVES



- Identify your own and others' psychology and personality.
- Understand others through their behaviors and communication styles to work effectively with people.
- Clearly identify the personality characteristics of different communication counterparts, which helps improve persuasive communication skills, influence, connection-building, relationship development, and successfully winning others over.
- Apply DISC with optimal methods, principles, techniques, and tools to leverage strengths in teamwork, thereby optimizing effectiveness in working and communicating with others in the workplace.

TARGET



- ☒ Staff
- ☐ Middle-Management
- ☐ First-line Management
- ☐ Top-Management

METHOD



30% theory, 70% practice through group discussions, presentations, case studies, role-playing, games, etc.



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