

# Everything DiSC®

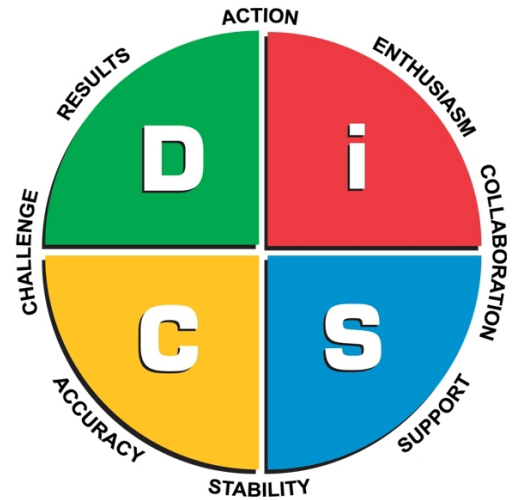
## Unlock the Power and Potential of Your Workforce

**How do you enhance your workforce’s ability to engage, collaborate, and adapt in this volatile and uncertain retail environment?** Now more than ever, you need powerful yet easy-to-apply tools and insights to unlock your team’s potential. MOHR Retail can help.

Everything DiSC® is a personal development learning experience that will ignite culture transformation. By helping work teams understand themselves and others, this assessment-based learning empowers your leaders and associates to collaborate more effectively and work together more productively. The combination of self-assessments, flexible facilitation, and the Catalyst™ platform makes DiSC easy to implement and delivers rich “aha!” moments that will inspire lasting behavior change for your learners.

Everything DiSC® gives people a quick, intuitive way to understand themselves and others using the simple yet powerful DiSC model, which describes four basic behavioral styles: D-Dominance, I-Influence, S-Steadiness, and C-Conscientiousness.

Everyone is a blend of all four DiSC styles; usually, one or two stand out. And while each person has a unique behavioral profile with different styles and priorities, no one style is better than another. In fact, these differences in style can be extremely valuable. Once you assess them and harness their value, better workplace communication and better business results become possible.



## Increase Your Team’s Emotional Intelligence, Communicate More Effectively, Improve Results

### Which Assessment is Best for your Company/Team?



**Build a better workplace today:** *Everything DiSC Workplace® on Catalyst™* takes the best-selling Everything DiSC Workplace® experience to the next level. Designed to engage everyone in building more effective relationships at work, Workplace on Catalyst helps people adapt to others in real-time, unlocking engagement and inspiring more effective collaboration.



**Develop a management culture that brings out the best in people:** *Everything DiSC® Management on Catalyst™* is designed specifically for anyone in a management role to successfully engage, motivate, and develop their people. By combining DiSC with personalized management insights, participants learn to adapt their approach to each direct report, improving their management effectiveness in real time.



**Support a thriving agile culture:** *Everything DiSC® Agile EQ™ on Catalyst™* teaches people how to read the emotional and interpersonal needs of a situation and respond accordingly. By combining the personalized insights of DiSC® with active emotional intelligence development, participants discover an agile approach to workplace interactions, empowering them to meet the demands of any situation.



**Equip leaders to navigate today’s challenges:** *Work of Leaders Everything DiSC®* lays out a clear path for leaders at all levels to make the connection between their DiSC® style and real-world leadership demands. It brings together best practices from 300 experts in over 150 organizations, the important work of the most prominent scholars, and over four years of additional research and development to provide participants with an actionable path toward more effective leadership.



**Personalize the customer experience, enhance loyalty, and increase sales:** *Everything DiSC® Sales* helps associates successfully create customer-centric interactions that improve results. Participants learn how to stretch beyond their natural sales style to adapt to their customers' preferences and expectations more effectively—regardless of the customer's unique buying style.



**Empower people to navigate workplace conflict more productively:** *Everything DiSC® Productive Conflict* increases learners' self-awareness around conflict behaviors, helping them effectively respond to uncomfortable and unavoidable workplace challenges. Rather than focusing on a step-by-step process for conflict resolution, this learning experience combines the personalized insights of DiSC® with the proven science of cognitive behavioral theory to help participants recognize and transform their destructive habits into more productive responses.



**Transform team effectiveness:** Developed in partnership with Patrick Lencioni and based on his international bestseller "The Five Dysfunctions of a Team," *The Five Behaviors®* transforms teams through a powerful and approachable model that drives team effectiveness and productivity.

Starting with The Five Behaviors assessment, team members will gain insights about themselves, others, and their approach to teamwork. These insights are brought to life through a powerful virtual or in-person facilitated experience that addresses the full spectrum of essential cohesive team behaviors. When teams start with a foundation of vulnerability-based trust, they can be genuinely transparent and honest with one another. From this foundation, team members can channel the power of productive conflict and debate, commit to shared goals, hold each other accountable, and deliver better results—together.

## Leveraging the Power of DiSC®: MOHR Retail Suggested Workshops

**DiSC® Insights Workshop: \$5,000 for 12- 18 participants.**

### participants

- Individual contributors to senior/executive leadership teams
- 2.5-hour interactive workshop delivered virtually or in person
- Review and insights of individual DiSC® style and personal report to learn about self
- Learn how to flex to other styles to build partnership and trust within work teams

**DiSC® Teambuilding and Strengthening Workshop: \$5,000 for 12-18 participants.**

- Individual contributors to senior/executive leadership teams
- 2.5-hour interactive workshop delivered virtually or in person
- Review and gain insights from DiSC® Team Culture Reports to discover impact on productivity and team performance
- Learn more about others within the organization and your team and how to flex and interact more effectively
- Includes team exercises and skill-building to leverage differences and create stronger work partnerships
- Enhance productivity and collaboration and build an inclusive and trusting workplace

**DELIVERY OPTIONS:** If you already have access to certified DiSC® trainers, MOHR Retail can supply the DiSC surveys for the trainer. We can also certify trainers to deliver DiSC and facilitate foundational workshops (for all levels, from individual contributors to department or C-Suite leaders), as well as advanced or team strengthening sessions within a department, district, or division team. MOHR Retail's own certified trainers can also customize a workshop and learning experience for you and your teams using any of the DiSC surveys best suited for your organization's needs and goals.

**COST:** Prices vary depending on the assessment. For example, the most popular *Everything DiSC Workplace®* on *Catalyst™* is \$85.00 per survey/participant, while management and leadership surveys range around \$130.00, and the *5 Behaviors for Teams* is \$185.00. Contact us to determine the best surveys and solutions for your teams, learning objectives, and budget.