


This Guidebook Includes:

1. A format for presentations and additional concept information.
2. A quick reference guide for finding information used during presentations.
3. Links to resource materials that will enhance your presentations credibility.
4. References to resource materials for various presentation formats.
5. Answers to frequently Asked Questions.

+	WHAT	WHY	HOW	MATERIALS
INTRO	Introduction Material <ul style="list-style-type: none"> • Introduction/Welcome • Mission and Passion • Corporate History • 3-D Course Outline© 	<ul style="list-style-type: none"> • Welcome • Inspiration • Direction for Course 		
1	Graph and Assessment	<ul style="list-style-type: none"> • Measuring your DISC style • Beginning Understanding of yourself and others 	Assessment and Graph	
2	IQ 1 - PMES	<ul style="list-style-type: none"> • Foundational understanding of getting your best results 	PMES Handout	Reference Notes
3	IQ2 - Influence/Control	Gain a clear picture of how to respond effectively to others	Influence and Control Handout	Influencer Incorporated Book
4	DISC Scenarios and Patterns	<ul style="list-style-type: none"> • Awareness of Patterns • Increase Productivity • Decrease Conflict 	DISC Scenarios Packet Number Pattern Handout	
5	PACE	<ul style="list-style-type: none"> • Role of Pace in determining behavior style 	Pace Handout	Influencer Incorporated Book
6	PRIORITY	<ul style="list-style-type: none"> • Role of Priority in determining behavior style 	Priority Handout	Influencer Incorporated Book
7	THE MODEL OF HUMAN BEHAVIOR	<ul style="list-style-type: none"> • Putting Pace and Priority into a working model 	Model Handout	

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	WHAT	WHY	HOW	MATERIALS
1	Campfire and Wildfire <ul style="list-style-type: none"> • Introduction/Welcome • Campfire • Wildfire 	<ul style="list-style-type: none"> • Welcome • Personal Perception • How you perceive yourself • How others perceive you 	Campfire and Wildfire Handout	Influencer Incorporated Book
2	The “D” Style	<ul style="list-style-type: none"> • Discovering the Dominant Style • Understanding both Strengths and Struggles 	The “D” Handout	Influencer Incorporated Book
3	The “I” Style	<ul style="list-style-type: none"> • Discovering the Influencing Style • Understanding both Strengths and Struggles 	The “I” Handout	Influencer Incorporated Book
4	The “S” Style	<ul style="list-style-type: none"> • Discovering the Steadiness Style • Understanding both Strengths and Struggles 	The “S” Handout	Influencer Incorporated Book
5	The “C” Style	<ul style="list-style-type: none"> • Discovering the Compliance Style • Understanding both Strengths and Struggles 	The “S” Handout	Influencer Incorporated Book
6	REVIEW MODEL OF HUMAN BEHAVIOR	<ul style="list-style-type: none"> • Understanding you are a unique blend of all styles 		
7_a	CASE STUDIES HOMEWORK	<ul style="list-style-type: none"> • Practicing skill in identifying and working with others styles 	Case Studies Handout	Influencer Incorporated Book

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7_b	Campfire and Wildfire	<ul style="list-style-type: none"> • Practicing skill in identifying and working with others styles 	Case Studies Handout	Influencer Incorporated Book
1	IQ3 Model of Human Behavior - 1 hour to 3 hour presentation	<ul style="list-style-type: none"> • Give the participants a way of presenting the model in a shorter time span 	MOHB IQ3 - Handout	<ul style="list-style-type: none"> • Who Do You Think You Are Anyway • Understanding How Others Misunderstand You
2	IQ4 Working with Influence	<ul style="list-style-type: none"> • Identifying the Dynamics and components of your work style. • Task, Work Style, Strengths and Struggles 	IQ4 - Work Style Handout	<ul style="list-style-type: none"> • Who Do You Think You Are Anyway • Understanding How Others Misunderstand You
3	IQ5 Communicating with Influence	<ul style="list-style-type: none"> • Identifying the Dynamics and components of Communication. • Ideal Environment, Motivation, Communication and Perception 	IQ5 - Communication Handout	Influencer Incorporated Book
4	IQ6 Building Relationships with Influence	<ul style="list-style-type: none"> • Identifying the Dynamics and components of Relating to Yourself and Others. • Relate, Respond, Reinforce 	IQ6 - Building Relationships Handout	Influencer Incorporated Book
5	CASE STUDIES	<ul style="list-style-type: none"> • Practicing skill in identifying and working with others styles 	Case Studies Handout	
6	Consultant's Business Items	<ul style="list-style-type: none"> • Agreement • Analysis Validation Study Data & Report • Needs 	<ul style="list-style-type: none"> • Manual 	
7	History of DISC <ul style="list-style-type: none"> • People and Ideas in the Development of the Model • What DISC is • What DISC is not 	<ul style="list-style-type: none"> • Development of the information • Explanation of our Unique Approach • Competition comparison 	<ul style="list-style-type: none"> • Manual - DISC History Section 	<ul style="list-style-type: none"> • Who Do You Think You Are Anyway • Understanding How Others Misunderstand You
8	Resource Material and Publications	<ul style="list-style-type: none"> • Resource quick reference information 	<ul style="list-style-type: none"> • Manual 	
9	Order Forms	<ul style="list-style-type: none"> • Price Sheet 	<ul style="list-style-type: none"> • Manual 	