



# DiSC® Classic 2 Plus

The "Plus" is six supplemental reports!

Now your human resource initiatives can be even more effective with six supplemental reports and the tried-and-true *DiSC® Classic 2.0* learning instrument.

## THE POWER OF DISC®

With 30 years of proven reliability and over 40 million users, Inscape's flagship *DiSC Classic* remains the most trusted learning instrument in the industry. It is used worldwide in dozens of training and coaching applications, including organizational development and performance improvement.

## THE BENEFITS OF ONLINE DELIVERY

The *DiSC Classic 2.0* report answers the growing demand for a personalized report with expanded narrative. The report adds an informal, conversational style that brings to life all the elements of the original instrument. You'll also get an expanded narrative that brings the much-used Intensity Index to life.

## CHOOSE FROM SIX SUPPLEMENTAL REPORTS

These reports can be used a la carte based on your particular needs.

### Strategies for Creating a Positive Relationship

This report describes how to establish a relationship with the respondent that is based upon trust and mutual respect. The report addresses

- How to create a positive environment in which the respondent can thrive.
- How to compliment, give feedback to, and minimize conflict with the respondent.
- Strategies for keeping the respondent's problem-solving and decision-making styles from leading to difficulties with peers.

### Relating to People and the Environment

This report explains how the respondent interacts with peers and interprets his or her environment. The report addresses

- The respondent's communication methods and time-management skills.
- Examples of the emotional content and tactical nuances the respondent may employ.
- Problem-solving strategies that may help the person improve his or her effectiveness.

### Strategies for Managing

This report looks at ways in which people can most effectively manage the respondent. The report addresses

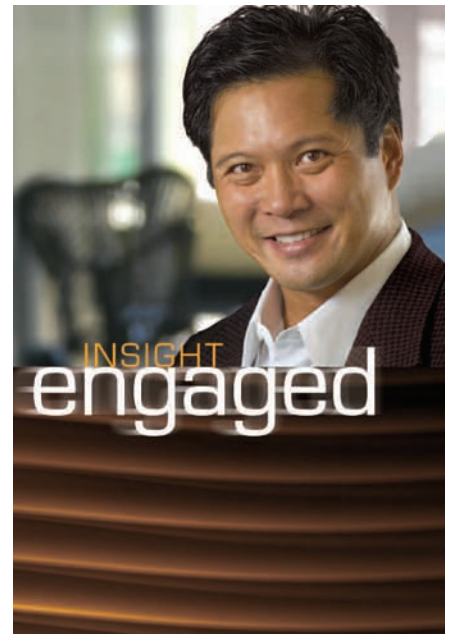
- Actions most likely to have a positive effect on the respondent's drive and level of enthusiasm.
- Techniques for complimenting and counseling the person.
- Methods that tend to work when dealing with the person's approach to resolving issues.

## DiSC® Classic Applications

- DiSC®
- Communication
- Customer Service
- Sales
- Management Development
- Teams



indicates report is available online through the EPIC online profile delivery system



#### ABOUT INSCAPE PUBLISHING

Inscape Publishing, the leading provider of instrument-based learning systems, pioneered the original DiSC® learning instrument over three decades ago. Today, we continue to create innovative products and services that engage, inspire, and empower individuals and organizations. Available in 21 languages in more than 50 countries, Inscape's learning resources have helped over 40 million people gain insight into their attitudes, behaviors, and potential in the workplace.

#### Approach to Managing Others

This report analyzes the respondent's management style and behavior toward subordinates.

The report addresses

- The tendencies and habits of someone with this style who is in a position of authority.
- The respondent's communication techniques and delegating skills.
- How the respondent directs and develops people.

#### Strategies for Sales Management

This report examines the methods that people can best use to manage the respondent in a sales environment. The report addresses

- Key strategies that can help the respondent reach his or her full potential in the sales environment.
- How to give the person adequate direction, support and information.
- Optimal methods of motivating and giving recognition to the respondent.

#### Approach to Selling

This report describes how the respondent performs essential steps in the sales process.

The report addresses

- How the respondent prepares for a successful sales call.
- The person's interviewing and presenting methods.
- How the person responds to concerns, and his or her manner of gaining commitment.

#### INSCAPE'S LEARNING SYSTEMS ARE NOW EVEN BETTER!

Customize your training and make it even better by using *DiSC Classic 2.0* with supplemental reports that meet your unique needs. You can choose just the supplemental reports you need now, and add additional supplemental reports later — at no additional charge!

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Jylla Moore Foster  
Crystal Stairs Inc  
P. O. Box 157  
Hinsdale, Illinois 60521  
630-660-6832  
Info@Crystal-Stairs.com  
www.Crystal-Stairs.com