



DISCovering Self and Others— Training Design

PART ONE DISCovering Self 3.5-hour design

ACTIVITY	TITLE	MINUTES	SCHEDULE
1	Introduction	35	
2	Building the DISC Model	45	
	<i>Break</i>	10	
3	Build Your Personal Profile	65	
	<i>Break</i>	10	
4	Strategies for Working with the DISCpositions	40	
5	DISCovering Self—Part One Closing	5	
Part One Total Time		3.5 hours	

PART TWO DISCovering Others 3.5–4.5-hour design

ACTIVITY	TITLE	MINUTES	SCHEDULE
6	DISC Model Review	20	
7	DISC Review	20	
8	DISCovering Others	25	
	<i>Break</i>	10	
9	DISC Performance Game (Optional)	30–60	
10	Influencing Practice Case Studies	55	
	<i>Break</i>	5	
11	At-Work Application—Dress Rehearsal	60	(includes an informal break)
12	DISC Principles and Closing	15	
Part Two Total Time (including 30–60 minute optional activity)		4–4.5 hours	