

# DiSC® Action Planners



## DISC® ACTION PLANNERS

If your organization has experienced DiSC® through *DiSC Classic*, *DiSC PPSS*, or another of Inscape Publishing's premier learning instruments, extend the power of DiSC with Inscape's DiSC action planners. Available online through EPIC and on paper, DiSC action planners help people take the insights gained from DiSC and apply them to specific business applications.

## AVAILABLE ACTION PLANNERS

### DiSC Sales Action Planner

Use this action planner to uncover the DiSC behavioral style of a potential client or an existing customer. Insights gained can be used to

- Create successful sales strategies
- Increase client receptivity
- Tailor sales presentations
- Negotiate effectively
- Close the sale

### DiSC Customer Service Action Planner

Use this action planner to identify a customer's DiSC behavioral style and develop appropriate responses to better meet their needs. Then, use the information to

- Increase customer satisfaction
- Create a successful service plan
- Address customer concerns
- Gain customer loyalty

### DiSC Management Action Planner

Use this action planner to identify a team member's DiSC behavioral style and adjust your management approach for more productive interactions. Learn when to most effectively use directing, coaching, supporting, and delegating approaches.

### DiSC Managing Performance Action Planner

Use this action planner to identify an employee's DiSC behavioral style and gain insight into the employee's goals and fears. Then, based on the employee's willingness and ability, adapt how you manage performance through one of the following approaches: direct, supportive, combination, or empowering.

## DiSC® Action Planners Applications

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



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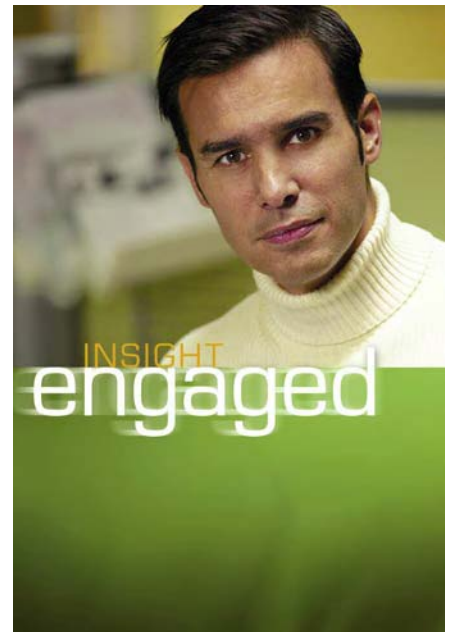
indicates report is available online through the EPIC online profile delivery system

### DiSC® Talk! Action Planner

Use this action planner to help telephone professionals identify a person's DiSC® behavioral style while speaking with them on the phone. Then use the information to communicate more effectively, increase customer satisfaction, gain commitment, and learn the best way to follow up.

### DiSC Talk! Key to DiSC Dimensions of Behavior

The *DiSC Talk! Key to DiSC Dimensions of Behavior* is an easy-to-use reference card that leads telephone professionals quickly through the DiSC process on the phone.



#### 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.



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The EPIC Edge



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It's not just what you do and how you do it, but who you are and what strengths you bring to the team.