

## Our newest profiles. Specialized. Personalized. In-Depth.

Everything DiSC® Application Library Profiles use a **research-validated online assessment** to create a **personalized profile**. These personalized profiles give learners insight into their own behavior and help them understand others, so they can **connect better**. Application-specific tips, strategies and action plans help learners **become more effective**. All *Everything DiSC Application Library Profiles* include access to follow-up reports.

### NEW! EVERYTHING DiSC® WORKPLACE™ PROFILE

*Everything DiSC Workplace* can be used with everyone in an organization, regardless of title or role, to **build more effective relationships**, one relationship at a time, and **improve the quality of the workplace**.

The 20-page personalized report explores the priorities that drive learners at work. Participants understand their DiSC® style and how to **increase their effectiveness** with all four DiSC styles. The profile includes an **in-depth, personalized style index** — an at-a-glance overview of the other styles and how the individual interacts with them.

### EVERYTHING DiSC MANAGEMENT PROFILE

*Everything DiSC Management* teaches managers how to bring out the best in each employee. They learn how to **read employee styles and adapt their own styles to manage more effectively**.

The 26-page personalized report helps managers understand how to work more effectively in the areas of **delegating and directing, motivating, developing others and working with their own manager**.

### EVERYTHING DiSC SALES PROFILE

*Everything DiSC Sales* teaches salespeople **how to connect better with their customers** by understanding their DiSC sales style, understanding their customers' buying styles, and adapting their sales style to meet their customers' buying styles.

The 23-page personalized report helps salespeople learn how they can adapt their personal sales style to their customers, **building stronger sales relationships — to close more sales**.



## NEW! EXCLUSIVE FOLLOW-UP REPORTS

**EVERYTHING DiSC COMPARISON REPORT:** Follow-up reports that can be created for any two participants to illustrate their similarities and differences. Unlimited access available at no additional charge with all Application Library profiles.

**EVERYTHING DiSC CUSTOMER INTERACTION MAP:** Personalized follow-up interaction maps to help salespeople navigate from their sales styles to their real-life customers' buying styles. Exclusively for the *Everything DiSC Sales Profile*. Unlimited access available at no additional charge with the *Everything DiSC Sales Profile*.

**EVERYTHING DiSC FACILITATOR REPORT:** Provides a composite of your group's DiSC styles and information on how DiSC styles can impact your organization's culture. Includes the names and styles of each participant.

Sold separately.

**EVERYTHING DiSC GROUP CULTURE REPORT:** Helps you determine the group's DiSC culture, explore its advantages and disadvantages, discuss its effect on group members, and examine its influence on decision making and risk taking.

Sold separately.

