



Customer-Focused

Results-Driven

Unlocking Management Potential

Individual Everything DiSC® Workplace Profile and Debrief

Audience / Suitable For

High Potentials, Emerging Leaders, Supervisors, Team Leaders, New Managers, Managers, Directors



BUSINESS PROBLEMS ADDRESSED

- **50% of employees quit a job because of their manager;** 56% think managers are promoted prematurely; 60% think managers need training (Gallup).
- **Ineffective team leadership:** Managers may struggle with leading their teams effectively, impacting morale and overall team performance.
- **Communication breakdown:** Managers may face challenges in communicating effectively with direct reports leading to misunderstandings and reduced collaboration.
- **Difficulty motivating and engaging:** Managers may find it challenging to motivate and engage their teams resulting in lower productivity and job satisfaction.
- **Lack of Self-Knowledge and Awareness:** managers do not have a full understanding of how their personal preferences and character traits influence their management style and the working environment they create.

BUSINESS OPPORTUNITIES ADDRESSED

- **Prepares anyone in a management role to successfully engage,** motivate, develop and delegate to their direct reports.
- **Effective communication strategies:** Equips managers with insights into their communication styles and preferences, leading to more effective communication with team members, other departments and stakeholders.
- **Employee engagement and retention:** Improves managers' skills in engaging and motivating team members leading to higher levels of job satisfaction, increased morale and reduced turnover.
- **Effective delegation:** Enhances managers' ability to delegate tasks effectively, optimizing workload distribution and creating a more balanced and productive team environment.
- **Positive organizational culture:** Contributes to the creation of a positive culture by developing managers who inspire and motivate their teams, fostering a collaborative and supportive work environment.

PRODUCT DESCRIPTION / BREAKDOWN

Elements of the product, tools used etc.

Participant Completes an Everything DiSC® Management Profile	Participant is sent their DiSC Management profile prior to the debrief session	One hour or 90 Mins Profile Debrief, Virtual or In-Person	Optional – Add a 1:1 coaching engagement
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OUTCOMES

Benefits Realized

- ✔ Increases the confidence of managers to better perform in their role leading to greater performance and job satisfaction for themselves and their employee group.
- ✔ Unlocking Management Potential will inspire great managers in your organization.
- ✔ Helps managers understand their and their team's responses to constant change, enabling everyone to adapt to and manage change with resilience.
- ✔ Helps managers resolve conflict with people of different styles and preferences.
- ✔ Supports managers in creating a positive work environment, contributing to employee satisfaction and retention.