Research on Human Behavior indicates that the most successful people are those who know themselves, who are aware of their strengths and weaknesses, so that they can develop strategies that help them to cope with the changing environment.



## **DISC SUCCESS INSIGHTS**

You want :

- Discover your
  behavioral style
- Be able to identify the needs of others
- Adapt your communication to your interlocutor
- Gain efficiency
- Improve your performance
- Have the action plan

If you are concerned with one or more points mentioned above, DISC INSIGHTS is meant for you!

The DISC INSIGHTS test is based on the model of William Marston, American psychologist of the beginning of last century. It was designed to measure observable behaviors and answer the question WHY we do what we do.

The DISC model uses the neutral language, focused on the interpersonal aspects of behavior. It identifies with great accuracy areas of harmony and of conflict that the individual will face in his life and work.

Unlike other evaluation tools, MBTI for example, DISC studies two behavior styles (natural and adapted style). This enables to predict situations that are particularly stressful for the individual at workplace and to see when the person can fully reveal her potential.

DISC INSIGHTS SUCCESS distributor in France is TTI SuccessInsights (<u>www.success-insights.com</u>). The test exists since 1984 and is applied on current basis in recruitment, executive training and coaching, individual and family coaching, team building, ...

The natural style established by DISC is stable in time and has trans-situational validity. The DISC predicitive validity is estimated at 85%, the results are strongly correlated with the psychological diagnosis and with what people report about themselves.

According to Executive Coaching Survey 2014 (<u>www.sherpacoaching.com</u>), DISC is in top 5 assessments executive coaches use, after MBTI et Strengths Finder.

<u>WPMOT</u> (Workplace Motivation) evaluates motivation factors and brings insight about the WHY of our actions.

The full version of the DISC / WPMOT inventory provides a profile that addresses both aspects of individual's functioning: behavioral style and main motivators. It has been proven that these are two essential elements that help to strengthen the leadership and to effectively manage the career.

## To learn more about DISC INSIGHTS and obtain password to the test, call us at:

## +33 (0) 6 81 76 43 46