



2022

Everything DiSC® Programs



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Contents

About ACT One Learning..... 2

About Everything DiSC® Programs..... 2

About Federal-Provincial Employer Job Grants 2

Everything DiSC® Fundamentals Program 3

Everything DiSC® Workplace Program..... 4

Everything DiSC® Agile EQ Program..... 5

Everything DiSC® Productive Conflict Program 6

Everything DiSC® Management Development Program 7

Everything DiSC® Work of Leaders Development Program..... 8

Everything DiSC® Sales Program 9

Internal Champion– Everything DiSC® Essentials Program 10



About ACT One Learning

Since 2004, ACT One Learning has provided businesses with virtual and classroom instructor-led training, facilitation, and coaching services.

With over 35 years of combined experience supporting individuals, managers, leaders, and teams, you can count on our experts to deliver a learning journey that inspires behavioural change.

Options for working with us:

- Register for one of our public workshops
- Book a private group training session with eight or more people
- Ask us to customize a curriculum
- Work one-on-one with our coaches

About Everything DiSC® Programs

Everything DiSC® is a personal development learning experience that measures preferences and tendencies based on the DiSC® model. This simple yet powerful model describes four basic styles: D, i, S, and C, and serves as the foundation for the Everything DiSC Application Suite. Participants receive personalized insights that deepen their understanding of self and others, making workplace interactions more enjoyable and effective.

The result is a more engaged, collaborative workforce that can spark meaningful culture improvement in your organization—whether your workforce is remote, in the office, or somewhere in between.

About Federal-Provincial Employer Job Grants

Did you know? The Government of Canada has established new Workforce Development Agreements (WDAs) with provincial and territorial governments. The agreements are for developing and delivering programs and services that help Canadians get training, build their skills, gain work experience, etc.

Check out our website under the "More" main menu option, click on Employer Training Grants for information, or contact us.

Note: Grant amounts may differ between provinces and territories.

Everything DiSC® Fundamentals Program

When it comes to organizational health and performance, one thing affects Everything: Communication.

Format: Half-day (5 Hours)

Delivery: Virtual or Classroom

Virtual Cost: \$575.00 per person | Classroom Cost: Price Upon Request

Learning Materials Provided: A pre-work online assessment, handout, and access to the Catalyst platform.

Bring to class: A color copy of your twenty-four-page personalized Workplace profile, available in Catalyst and a device for the Catalyst activity. Either a smartphone, tablet, or computer.

Outcomes: A common language to recognize, understand, and value the general characteristics of different personality styles.

Course Description

Create a culture of DiSC and lay the foundation for all the Everything DiSC learning solutions.

Everything DiSC Fundamentals on Catalyst provides personalized insights built around the Everything DiSC model and is an excellent program for onboarding new people!

Using the DiSC model, participants learn:

- About the DiSC model
- About their DiSC style
- Insights for communication preferences
- How to find common ground with colleagues
- Actionable strategies for improving communication with all DiSC styles
- About the Catalyst platform

Add-On Option: One-on-one coaching \$75.00/hr

Related Everything DiSC® Programs/Training:

Workplace, Agile EQ, Productive Conflict, Management, Work of Leaders, Sales

Related Five Behaviors® Programs/Training:

Personal Development, Team Development

Everything DiSC® Workplace Program

Working well together is essential to creating great workplaces where everyone is engaged and thrives.

Format: 1 Day (8 Hours)

Delivery: Virtual or Classroom

Virtual Cost: \$675.00 per person | Classroom Cost: Price Upon Request

Pre-requisite: Everything DiSC® Fundamentals

Learning Materials Provided: A pre-work online assessment, handouts, and access to the Catalyst platform.

Bring to class: A color copy of your twenty-four-page Workplace profile, available in Catalyst and a device for the Catalyst activity. Either a smartphone, tablet, or computer.

Outcomes: Improve self-awareness and awareness of others, workplace satisfaction, results, and relationships.

Course Description

Engage every individual in building more effective relationships at work.

Everything DiSC Workplace is a personalized learning experience that improves team communication and workplace culture.

Using the DiSC model, participants learn:

- About workplace priorities, motivators, and stressors
- Their reactions to the different DiSC Styles
- The value and challenges of working with each DiSC style
- How others have bridged their differences using DiSC
- Actionable strategies for interacting more effectively with the DiSC styles

Add-On Options:

- One-on-one coaching \$125.00/hr
- Group Culture Report \$181.00

Workplace Applications:

Onboarding, Conflict Resolution, Team Building, Consultation, Coaching

Everything DiSC® Agile EQ Program

Successfully handling volatility, uncertainty, complexity and ambiguity in a constantly changing world requires agility and emotional intelligence to manage situations effectively, manage stress and remain productive.

Format: Half-Day (5 Hours)

Delivery: Virtual or Classroom

Virtual Cost: \$575.00 per person | Classroom Cost: Price Upon Request

Pre-requisite: Everything DiSC® Fundamentals

Learning Materials Provided: A pre-work online assessment, handouts, and access to the Catalyst platform.

Bring to class: A color copy of your thirty-six-page personalized Agile EQ profile, available in Catalyst and a device for the Catalyst activity. Either a smartphone, tablet, or computer.

Outcomes: Improved critical social and emotional skills, workplace satisfaction, results, and relationships.

Course Description

Develop the emotional intelligence necessary to support a thriving agile culture.

Everything DiSC Agile EQ is a personalized learning experience that helps participants understand where personal development may be needed and how it can be actualized.

Using the DiSC model, participants learn:

- What EQ is
- About their Agile EQ mindset
- The Agile EQ mindsets of the DiSC styles
- The importance of stretching beyond their EQ comfort zone
- Why change is hard
- Mindset Practice
- Actionable strategies for responding to workplace challenges and interactions with agility and EQ

Add-On Option: One-on-one coaching \$125.00/hr

Everything DiSC® Productive Conflict Program

Create a culture of productive conflict and watch how your organization and people get things done quicker and become more innovative and engaged.

Format: ¾ Day (6 Hours)

Delivery: Virtual or Classroom

Virtual Cost: \$685.00 per person | Classroom Cost: Price Upon Request

Recommended Pre-requisite: Everything DiSC® Fundamentals

Learning Materials Provided: A pre-work online assessment, a digital copy of your personalized Productive Conflict profile, handouts, and access to the MyEverythingDiSC platform.

Bring to class: A color copy of your twenty-three-page personalized Productive Conflict profile and a device for the MyEverythingDiSC activity. Either a smartphone, tablet, or computer.

Outcomes: Improved commitment to action plans, workplace satisfaction, results and relationships.

Course Description

Harness the power of conflict by transforming destructive behavior into productive responses.

Everything DiSC Productive Conflict is a personalized learning experience that increases productive conflict behaviors.

Note: This is not a conflict resolution program.

Using the DiSC model, participants learn:

- About their conflict priorities and preferences
- To identify destructive responses
- To recognize automatic thoughts
- To reframe automatic thoughts
- Actionable strategies for demonstrating productive conflict behaviors

Add-On Option: One-on-one coaching \$125.00/hr

Everything DiSC® Management Development Program

Managers play a critical role in helping to achieve strategic organizational initiatives and developing their people to become the next generation of leaders.

Format: 1 Day (8 Hours)

Delivery: Virtual or Classroom

Virtual Cost: \$765.00 per person | Classroom Cost: Price Upon Request

Recommended Pre-requisite: Everything DiSC® Fundamentals

Learning Materials Provided: A pre-work online assessment, handouts, and access to the Catalyst platform.

Bring to class: A color copy of your thirty-seven-page personalized Management profile, available on Catalyst and a device for the Catalyst activity. Either a smartphone, tablet, or computer.

Outcomes: Improved directing, delegating, workplace culture, talent development and working relationship with your manager.

Course Description

Teach managers to engage, motivate, and develop their people successfully.

Everything DiSC Management is a personalized learning experience that increases the effectiveness of anyone in a management role.

Using the DiSC model, participants learn:

- About their management priorities and preferences
- How their DiSC style influences their management approach to directing and delegating
- How the DiSC styles are motivated
- The best method to develop the DiSC styles
- How your manager sees you
- How to get buy-in from your manager
- Actionable strategies for managing the DiSC styles in various contexts

Add-On Options:

- One-on-one coaching \$125.00/hr
- Group Culture Report \$181.00

Everything DiSC® Work of Leaders Development Program

Giving your leaders the knowledge, skills, and processes to succeed is critical in cultivating a high-performing organization.

Format: 1 Day (8 hours)

Delivery: Virtual or Classroom

Virtual Cost: \$850.00 per person | Classroom Cost: Price Upon Request

Recommended Pre-requisite: Everything DiSC® Fundamentals

Learning Materials Provided: A pre-work online assessment, a digital copy of your personalized Work of Leaders profile, handouts, and access to the MyEverythingDiSC platform.

Bring to class: A color copy of the twenty-three-page Work of Leaders Profile and a device for the MyEverythingDiSC activity. Either a smartphone, tablet, or computer.

Outcomes: Improved leadership impact, workplace satisfaction, results, relationships.

Course Description

Leaders' work – the work that matters – is boiled down to three areas: crafting a vision, building alignment, and championing execution.

Everything DiSC Work of Leaders is a personalized learning experience that brings the best practices together from 300 experts in over 150 organizations, the vital work of the most prominent scholars, and more than four decades of additional research and development.

Using the DiSC model, participants learn:

- About their leadership priorities and preferences
- How to connect unique leadership styles to real-world demands
- The Vision, Alignment, and Execution model
- The three drivers for each step
- The two behavioral continua for each driver
- Actionable strategies for more effective leadership

Add-On Options:

- One-on-one coaching \$125.00/hr
- Work of Leaders group report \$181.00

Everything DiSC® Sales Program

Great sales professionals achieve optimal results for their customers and organizations by bridging the gap between potential and existing customers' needs and the products/services your business offers.

Format: 1 Day (8 Hours)

Delivery: Virtual or Classroom

Virtual Cost: \$850.00 per person | Classroom Cost: Price Upon Request

Pre-requisite: Everything DiSC® Fundamentals

Learning Materials Provided: A pre-work online assessment, a digital copy of your personalized Sales profile, handouts, and access to the MyEverythingDiSC platform.

Bring to class: A color copy of your twenty-five-page Sales profile and a device for the MyEverythingDiSC activity. Either a smartphone, tablet, or computer.

Outcomes: Improved self-awareness of selling strengths and challenges, customer satisfaction ratings, workplace satisfaction, results, and relationships.

Course Description

Provide salespeople with the skills to adapt to customers' preferences and expectations.

Everything DiSC Sales is a personalized learning experience that helps salespeople create customer-centric interactions.

Using the DiSC model, participants learn:

- About their DiSC sales priorities and preferences
- To people read their customers and identify their buying style
- Actionable strategies for adapting to customer's preferences and expectations

Add-On Option: One-on-one coaching \$125.00/hr

Internal Champion– Everything DiSC® Essentials Program

Support your People & Culture by becoming an Everything DiSC® Workplace Champion.

Format: 2-3 Hours Cost: \$590.00 per person

Delivery: Self Directed Online Learning

Registration: Open registration.

Note: Course enrollment takes place weekly on Wednesday mornings. If a participant is registered on a Wednesday after 7:00 am Mountain Time, expect to be enrolled the following Wednesday. After enrolling, participants will receive a login invitation from the Everything DiSC Training Center.

Learning Materials Provided: Access to the Everything DiSC Training Center.

Outcomes: Participants improve their understanding of the Everything DiSC training solutions and applications, resulting in a more engaged workforce and better results.

Course Description

As more organizations experience the benefits of bringing Everything DiSC® to their organization, it is vital to keep DiSC alive and make it a part of the culture.

Having a well-informed advocate helps everyone stay engaged with DiSC and is vital to supporting learning transfer and maintaining a positive workplace culture.

In this course, participants learn:

- Foundational DiSC knowledge
- About all the Everything DiSC learning solutions and suite of reports
- The most commonly asked questions about the DiSC model and how to interpret the reports
- About the available supplemental reports
- Strategies to keep DiSC alive

Add-On Option: Purchase an EPIC Sub-Account from ACT One Learning Corp. An EPIC Sub-Account enables the internal administration of all online assessments and report management.