



# User Guide

WILEY



# Everything DiSC<sup>®</sup> Management

## INTRODUCING *EVERYTHING DiSC<sup>®</sup> MANAGEMENT*

The most in-depth, easily customizable DiSC<sup>®</sup>-based management training solution available.

*Everything DiSC<sup>®</sup> Management* helps managers bring out the best in the people they manage.

### What's Online?

*Everything DiSC Management Profile*  
(prework assessment)

*Everything DiSC Comparison Report*  
(follow-up tool)

### What's in the Box?

Everything you need to facilitate successful classroom training sessions.



CUSTOMIZE

Look for this icon to learn how you can easily customize *Everything DiSC Management* to create a training solution unique to your organization.

## FACILITATION MATERIALS

*Everything DiSC® Management* facilitation consists of six one-hour modules.

Each module includes:

- Facilitator's Guide in MS Word
- Participant handouts in MS Word
- PowerPoint® with embedded video

### Your DiSC® Management Style

**Module 1:** Participants use the *Everything DiSC Management* Map to learn about their management styles.

**Module 2:** Participants discover how their styles affect how they manage time, make decisions, and solve problems. They learn a method for recognizing the behavioral styles of others as a way to begin to understand them better.

### Directing and Delegating

**Module 3:** Participants learn about their directing and delegating styles and identify the needs of other people. They write a plan for improving with a specific employee.

### Motivation

**Module 4:** Participants explore the environments they create and identify the motivational needs of other people. They write a plan for improving with a specific employee.

### Developing Others

**Module 5:** Participants learn about their natural style of developing others and identify the needs of other people. They write a plan for improving with a specific employee.

### Working with Your Manager

**Module 6:** Participants discover their managers' natural priorities and preferences. They explore different approaches to influencing their managers and write a plan for working better together.

# Everything DiSC® Management



Facilitator's Guides, PowerPoint® presentations, and participant handouts can be used as is or customized to suit your needs.

Fits any timeframe from one hour to a full day.

For instructions on how to customize your *Everything DiSC® Management* program, go to [www.everythingdisc.com/help](http://www.everythingdisc.com/help) and read the “How To” documents.

## SUPPORT MATERIALS

The *Everything DiSC Management* Support Materials folder includes access to:

- Help for customizing your program
- Research reports and white papers
- FAQs
- *Everything DiSC Management* Video Viewing Guide
- Sample reports
- Images
- Templates

## EVERYTHING DiSC® MANAGEMENT VIDEO

*Everything DiSC® Management* includes 37 video segments, located in the Facilitation Materials folder. *Everything DiSC Management* video is available with English subtitles or without subtitles.

### DiSC® Management Styles

**6 minutes**

Describes the DiSC® model and the priorities and preferences of each DiSC management style.



### People Reading

**16 segments, 8 per actor**

Offers a choice between two different actors who model various DiSC styles. Choose only one actor (one set of 8 segments) for this activity.



### Directing and Delegating

**8 segments**

Shows the unadapted and adapted interactions of a manager as she directs and delegates to the four DiSC styles.



### Creating Motivating Environments

**8 segments**

Shows how a manager creates environments that demotivate and motivate the four DiSC styles.



### Working with Your Manager

**4 segments**

Shows adapted interactions of a manager as she tries to get buy-in from bosses with different styles.



# Everything DiSC® Management



The video can be integrated into your custom PowerPoint®.

For instructions, refer to “How to Customize Using Everything DiSC Video” at [www.everythingdisc.com/help](http://www.everythingdisc.com/help).

## THREE STEPS FOR EVERYTHING DiSC® MANAGEMENT

### Step 1: Assign Prework

The *Everything DiSC® Management Profile* is a research-validated, online assessment that produces 27 pages of individualized, management-specific information.

To assign the *Everything DiSC Management Profile*, log into your EPIC account at <https://admin.wiley-epic.com> and click on Manage Reports. For instructions, refer to “How to Assign Everything DiSC Prework” at [www.everythingdisc.com/help](http://www.everythingdisc.com/help).

If you do not have an EPIC account, contact your Everything DiSC Partner for assistance.



Remove or rearrange pages, customize the report title, or print selected sections to meet your needs.

For instructions, refer to “How to Tailor Everything DiSC Profiles” at [www.everythingdisc.com/help](http://www.everythingdisc.com/help).

## Step 2: Prepare and Deliver Facilitation

Insert the *Everything DiSC® Management* USB drive into your computer's USB port and open the Facilitation Materials folder.

Select the training materials needed for your session.

Create and save customized solutions to your USB drive.



CUSTOMIZE

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## Step 3: Provide Follow-up Tools

*Everything DiSC® Comparison Reports* are follow-up reports that can be created for any two participants to illustrate their similarities and differences. They work for all Everything DiSC applications, allowing you to create reports for coworkers and for managers and their direct reports. These research-validated 10-page reports help to build better relationships and make training stick.

# Everything DiSC® Management

## REGISTER YOUR SOFTWARE

Register your product to receive **free technical support** and immediate **product update notifications**.

- Go to [www.register.everythingdisc.com](http://www.register.everythingdisc.com).
- Follow the prompts to enter your serial number and other required information.

- Record the Registration ID below and/or print the registration confirmation.

**Product Registration ID:** \_\_\_\_\_