



Insight Systems Consulting

Dynamic Communication™

Understanding and Applying Behavioral Styles

Effective Communication

Dynamic Communication is a behaviorally-based communication seminar. It teaches people how to communicate using the DISC language as a way of understanding themselves and others. The seminar incorporates a behavioral assessment to give a more complete understanding of what DISC is and how to use it. Employees learn how to interact with others and to appreciate others' behavioral styles within the organization. Increased communication is noticed immediately after the seminar. Effective communication stems from the right combination of **tone of voice, words, body language and pace of speech and actions**. These four areas are the components of a person's behavioral style. We need to adapt our behavior in order to communicate effectively with others. Using the techniques contained in this seminar, organizations can immediately open the doors of communication within the entire company.

Why Learn About Behavior?

Learning about a behavioral model will help a person to better understand themselves and others, enhancing personal and professional relationships. An understanding of behavior will accomplish the following:

- Increased Understanding of Self
- Increased Understanding of Others

- Increased Communication
- Increased Productivity
- Decreased Tension

Seminar Objectives

At the end of this seminar the participants will:

- Understand their own behavioral style.
- Recognize, understand and appreciate others' behavioral styles.
- Adapt for enhanced communication, understanding and relationships.

Dynamic Communication Leads to Continuous Improvement

Behavior is the doorway to communication. The use of it creates **win/win relationships**. Your behavioral design is the combination of four adaptable factors— D, I, S, C. The DISC behavioral model is universally proven to provide applications for improvement in the following areas:

- Communication
- Sales
- Team Building
- Social Relationships
- Job Selection
- Customer Service
- Career Planning

- Conflict Resolution
- Time Management
- Goal Setting
- Telemarketing

Personalized Report

Dynamic Communication incorporates a **Success Insights®** software report. This personalized report enhances the behavioral training by using each individual's style to teach about DISC. After the seminar an individual can read through the report in order to completely understand his/her behavior.

Immediate Results

Dynamic Communication participants leave the seminar energized and ready to apply the knowledge gained. Employers begin to see the positive changes immediately after the seminar. People will realize that differences are good and can be used effectively to make an organization successful.

Participants do not stop learning when the seminar is over. Their report will allow them to continually learn about their behavior style and in turn improve their communication skills. The benefits of this seminar are endless.

Provided By:

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