



Inspiration. Motivation. Vision.

**xpand**

## Why persolog personality profiles?

Persolog is the exclusive publisher of the materials of Dr. John Geier, who was the founder of the first DISC profiles in the 1960's based on Martson's work. He was a research professor and developed the profiles and their application until recently. Persolog is now based in Germany and has a high commitment to quality. The price quality ratio is excellent since the questionnaire items together have a very high reliability score (.87-.91 for the different scales). The profiles are also validated with the well-known Big Five personality test.

The certification enables the participant to work with these profiles in group settings as well as individual coaching sessions.



### What do you gain?

The ability to work in teams, we share easy to use concepts.

The ability to coach individuals. The instrument is designed as a learning tool (despite most instruments that are used as a diagnostic tool – persolog profiles takes you much beyond analysis and provide the trainers/coaches with possibilities to adapt behaviour and increase personal effectiveness.

Authorized Partner

**persolog**  
south africa



# The authorisation program



Inspiration. Motivation. Vision.

**xpand**

## Day 1

### Morning (9:00 – 12:30) Understanding DISC

- Foundational understanding of the persolog personality model
- Generations of DISC (brief history and background)
- Graphs and their meaning
- Working with E-port (registration, ordering, administration of reports)
- Interpreting graphs and using the reports

### Afternoon (13:30 – 16:30) DISC and communication

- Discovering strengths and appreciating differences
- Danger zones and pitfalls
- Advice for effective behaviour
- Drives and motivation
- Action plan for personal development
- Strategies to increase effectiveness

## Day 2

### Morning (9:00 – 12:30) Building effective teams

- Effective teams
- Concepts and ideas for team training
- DISC and communication
- Different applications (sales and telephone)

### Afternoon (13:30 – 16:30) DISC and matching and coaching

- Disc & Intendo
- Disc & dialogue
- Logistics: how to order your profile
- Help desk

The complete authorisation training for 2019 is an investment of R 14 900 incl. vat.

This training includes:

1. 2 Day master training
2. Lifelong licence for Persolog DISC profile
3. Material package
4. All catering and venue

## Register and contact

Mail to: [info-sa@xpand.eu](mailto:info-sa@xpand.eu)