
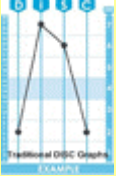








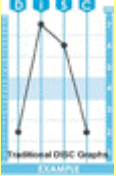
DISC PRODUCT COMPARISON GRID

<p>Everything DiSC or DiSC Classic? WHICH ONE TO CHOOSE?</p>	 <p>Everything DiSC Profiles</p> <p>Specific, customizable and contemporary model.</p>	 <p>DiSC Classic Profiles</p> <p>Original DiSC Classic model.</p>
<p>Best used when</p>	<p>You have specific training goals related to Teamwork (Workplace profile), Management, Leadership, Sales or other topic areas.</p> <p>You need to assess a group or pairs of individuals and have access to comparison reports and follow-up tools.</p> <p>(See Practice Tools.)</p>	<p>Price is most important factor. Specific application is less important.</p> <p>You need paper tests for people without computer access.</p>
<p>Online or Paper?</p>	<p>Assessments online only </p>	<p>Assessments paper and online  </p>
<p>Questions and Scoring</p>	<p>79-item rating scale questionnaire Scored on 8 scales</p>	<p>28-item forced choice questionnaire Scored on 4 scales</p>

Maximizing Performance & Productivity




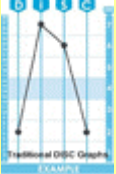


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<p>Time to Complete</p>	<p>10-15 minutes</p>	<p>15-25 minutes</p>
<p>Scoring Method</p>	<p>Immediate online profile results using the DiSC circular model. Identifies relationships between individuals in an intuitive and visual way.</p>	<p>Immediate online profile results. Scored using the traditional graph model for DiSC Classic 2.0 or manual paper scoring for DiSC Classic.</p>
<p>Output/Reports</p>	<p>Paper report or digital reports delivered and managed online through EPIC (hyperlink), DiSC Group Facilitator Report and Group Culture Report (only available online).</p>	<p>DiSC Group Facilitator Report, Group Culture Report and Team View for groups (only available online). Paper reports do not allow for Group or Facilitator Reports.</p>

Maximizing Performance & Productivity




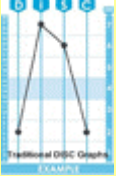



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<p>Facilitation Tools</p>	<p>Topic-specific facilitation kits that include video, handouts, leader's scripts and customizable PowerPoint presentations</p>	<p>General purpose facilitation kit that includes video, handouts, leader's scripts and customizable PowerPoint presentations.</p>
<p>Trainer Certification</p>	<p>Certification is not required (but it is available.)</p>	<p>Certification is not required (but it is available.)</p>
<p>Products</p>	 <p>Everything DiSC® Workplace</p>	 <p>DiSC® Classic Profile</p>

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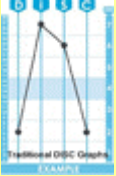
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	 <p>Everything DiSC Management</p>  <p>Everything DiSC Sales</p>  <p>Everything DiSC 363™ for Leaders</p>	

Maximizing Performance & Productivity



DISC PRODUCT COMPARISON GRID

<p>Everything DiSC or DiSC Classic? WHICH ONE TO CHOOSE?</p>	 <p>Everything DiSC Profiles</p> <p>Specific, customizable and contemporary model.</p>	 <p>DiSC Classic Profiles</p> <p>Original DiSC Classic model.</p>
	<p>COMING IN NOVEMBER 2011:</p> <p>Everything DiSC Work for Leaders</p>	
<p>Product Practice ToolsS</p>	<p>See Product Practice tools For long-term implementation and reinforcement</p> <p>Free Comparison Reports available with EPIC and all Everything DiSC products</p>	<p>See Product Practice tools For long-term implementation and reinforcement</p>

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