



Extended **DISC**[®] Individual Assessments

Extended DISC[®] Individual Assessments are our most popular tools. Their success is based on their strong ability to provide information to make better decisions. Too often assessments tell us what we already know: "Oh yes, that's me." If a tool only provides information that the user is already aware of, it has very limited value.

Extended DISC[®] Individual Assessments are designed to provide information that makes an impact, is actionable and, most importantly, has a positive impact on performance.

What are Extended DISC® Individual Assessments?

Individual Assessments are self-assessments that identify the strengths and development areas of an individual. What makes Extended DISC® different from other assessments is that it is able to measure the hard-wired behaviors to exclude the impact of the environment.

In practice this means that the results show who the individual actually is and not what the person thinks he/she needs to be in the existing environment. As a result, the report identifies the true strengths and development areas to allow for real performance improvement.

What Individual Assessments are available?

Extended DISC® Individual Assessments have several options available to ensure you have the information you need:

- Sales Assessment
- Management Assessment
- Leadership Assessment
- Customer Service Assessment
- Administrative Assessment
- Team Member Assessment
- Information Technology Assessment
- Project Assessment
- Administrative Assessment
- Training Assessment

How does the process work?

Extended DISC® Individual Assessments are very easy to use. The online questionnaires take only 10 minutes to complete. The results are available within minutes!

Questionnaires are available in over 50 languages to meet the needs of today's diverse workforce. The reports are customizable – just choose the information that you need.

What are some of the applications?

Some of the most common applications for Personal Analysis in organizations worldwide are:

- Leadership Development
- Organization Development
- Communication and Interaction Skills Training
- Sales training and Sales Management Training
- Customer Service Training
- Coaching

How can I learn more?

For more information, to receive a sample report, or to test-drive *Extended DISC® Individual Assessments*, please contact us.

The logo for Extended DISC features the word "DISC" in a large, black, serif font with a registered trademark symbol. The word "EXTENDED" is written in a smaller, pink, sans-serif font above the "DISC".

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