

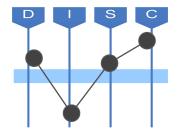
"In a high-trust relationship, you can say the wrong thing, and people will still get your meaning.

In a low-trust relationship, you can be very measured, even precise, and they'll still misinterpret you."

--Stephen M.R. Covey, The Speed of Trust: The One Thing that Changes Everything

Allison Pollard

As an *agile coach* with Improving in Dallas, Allison Pollard helps people discover their agile instincts and develop their coaching abilities. Allison is also a Certified Professional Co-Active Coach, a foodie, and *proud glasses wearer*.

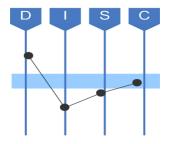






Barry Forrest

As a Principal Consultant with Improving in Dallas, Barry is a web developer, Scrum Master, and agilist. Barry loves helping make work life better for teams and leaving things in a better state than when he was introduced to the situation. Barry is also an award-winning homebrewer and an avid amateur photographer.







What if you knew...

How best to communicate with someone?

How someone would respond to news, good or bad?



How to best motivate or encourage someone?

How you, yourself, would behave in a situation?

What type of person would most help a team?



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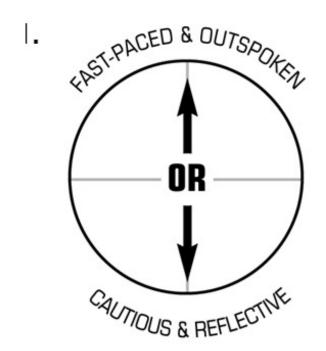


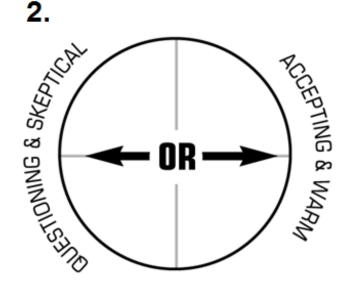
Agenda

- How communication can build or break trust
- Identify your dominant DISC style
- Explore the DISC model's 4 behavior styles
- Recognize where conflicts are likely to occur within the team using DISC



What's your DISC?

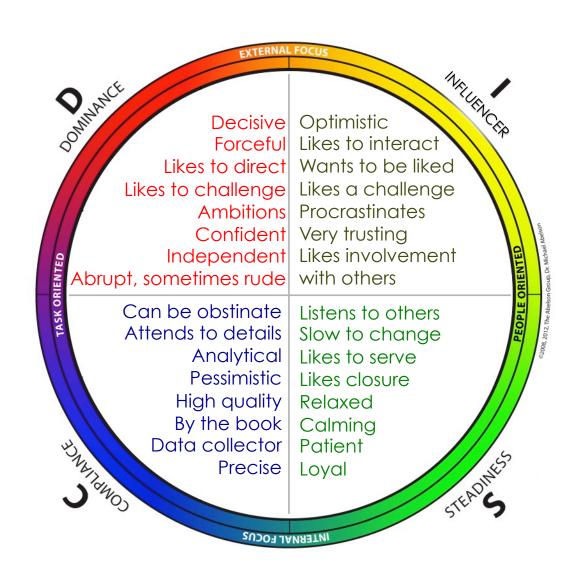






The DISC styles

- Everyone has a bit of all of these
- One or two are dominant
- They can change over time
- Each of us have a <u>natural</u> and an <u>adapted style</u>



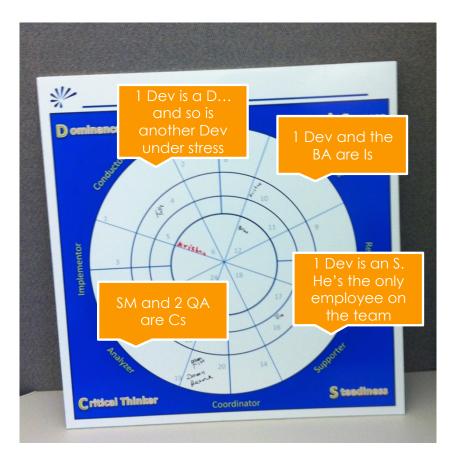
What is your profile like?





Power of the Wheel

- Can visually see how well team members will get along
 - Team members can understand how best to communicate
 - Can be prepared for conflict
 - Can be prepared for different behavior under stress/pressure (natural / adaptive styles)
- Can note "Gaps" on teams





How to use DISC as a Coach, Scrum Master, or Manager



Summary

- How communication can build or break trust
- Identify your dominant DISC style
- Explore the DISC model's 4 behavior styles
- Recognize where conflicts are likely to occur within the team using DISC



Cheers!

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