



 THE GUINEA GROUP

Building a High Performing Team

With DISC Profiling and EI

NAME:

DATE:

FIRST THINGS FIRST...



ABOUT YOU

Favourite Team Member?
Why?
Favourite Movie?



ABOUT ME

20 years at it ...
Leadership Coach
Married 30 years
Triathlete



ABOUT US

Open
Honest
Safe

THE PROCESS



Team Development



Team Development



DISC Profiling



DISC Profiling

BEFORE WE START...

10 12 2

WORKSHOP SLIDES

5



SAYING
"THANK YOU" ...

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WHAT DO YOU HOPE TO GET
OUT OF THIS SESSION?

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NOTES / REFLECTION

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Session 1

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But first ...
SCIENCE

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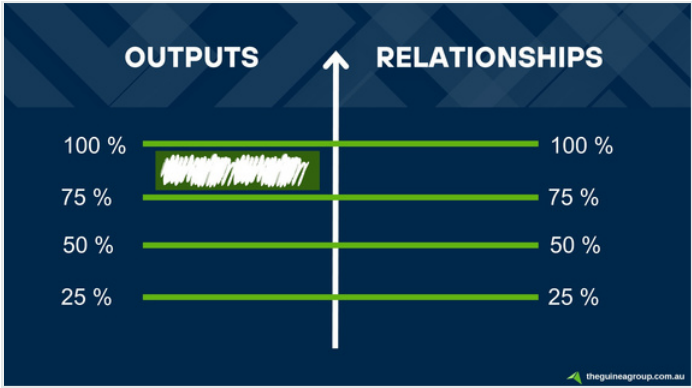
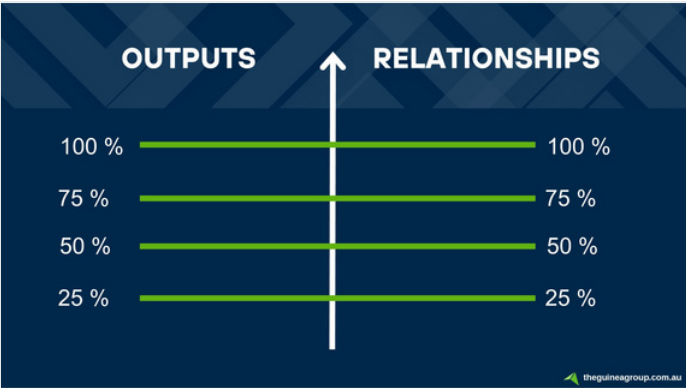
NOTES / REFLECTION

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WORKSHOP SLIDES

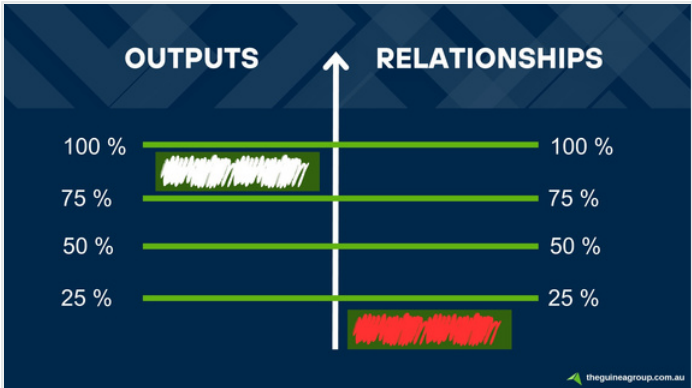
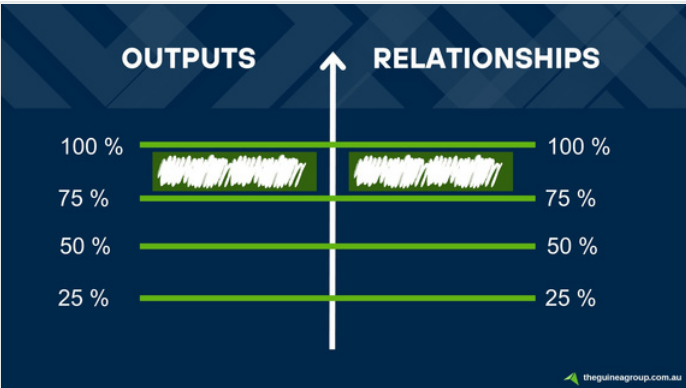


NOTES / REFLECTION

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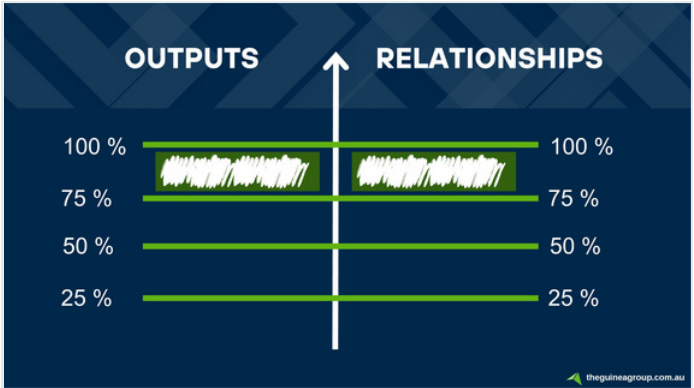
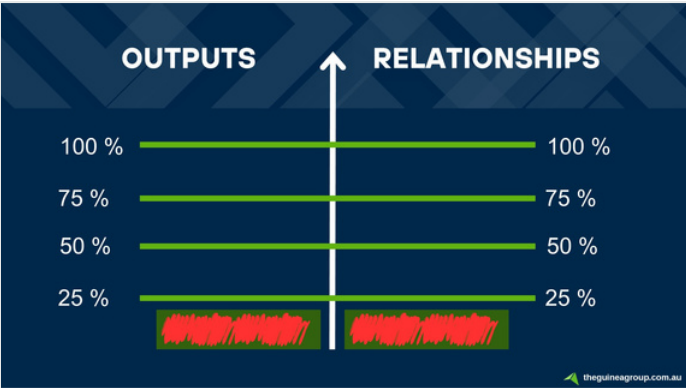
NOTES / REFLECTION

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WORKSHOP SLIDES



NOTES / REFLECTION

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"HIGH ACHIEVEMENT ALWAYS TAKES PLACE IN THE FRAMEWORK OF HIGH EXPECTATIONS"



Charles Kettering

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IN OTHER WORDS..



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NOTES / REFLECTION

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WORKSHOP SLIDES

DISC OVERVIEW 18



DOMINANCE **INFLUENCE** **STEADINESS** **CONSCIENTIOUSNESS**

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SELF-AWARENESS

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NOTES / REFLECTION



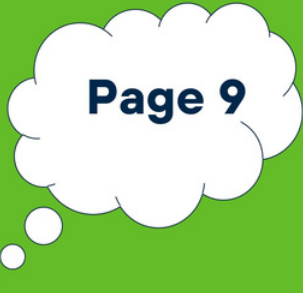
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"Knowing yourself is the beginning of all wisdom"

ARISTOTLE

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NOTES / REFLECTION

ACTIVITY



Reflect on what your DISC means, what you have learnt about yourself

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WORKSHOP SLIDES

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OTHERS-AWARENESS

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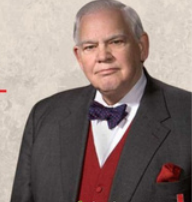


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“The art of communication is the language of leadership.”

- James Humes



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NOTES / REFLECTION

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ACTIVITY 2

Reflect on what your DISC means



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NOTES / REFLECTION

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ACTIVITY



Reflect on what your DISC means, what you have learnt about yourself

Dotted lines for writing.

WORKSHOP SLIDES

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**MAKE
COMMUNICATION
MORE **PRODUCTIVE****

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**WHAT DO
YOU NEED
TO TELL
OTHERS?**

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NOTES / REFLECTION

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ACTIVITY 2

**Reflect on
what your
DISC means**

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NOTES / REFLECTION

ACTIVITY



Reflect on what your DISC means, what you have learnt about yourself

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WORKSHOP SLIDES

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BE HIGH PERFORMING

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HOW



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NOTES / REFLECTION

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ACTIVITY 2

Reflect on what your DISC means



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NOTES / REFLECTION

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ACTIVITY



Reflect on what your DISC means, what you have learnt about yourself

Lined writing area for reflection.

WORKSHOP SLIDES

BACK TO YOU.. 35



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**OBSERVATION
COMES
BEFORE ACTION**

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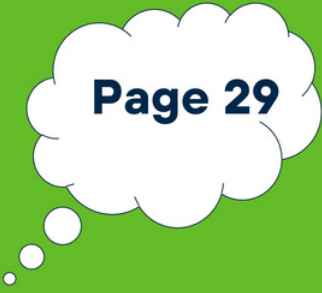
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ACTIVITY 2

**Reflect on
what your
DISC means**

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NOTES / REFLECTION

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ACTIVITY



Reflect on what your DISC means, what you have learnt about yourself

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WORKSHOP SLIDES

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Session 2

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PSYCHOLOGICAL SAFETY DEPENDABILITY STRUCTURE AND CLARITY MEANING IMPACT

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NOTES / REFLECTION

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CONNECTION IS ALL ABOUT **EMPATHY**

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HOW DO OTHERS PERCEIVE YOU?

360°

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NOTES / REFLECTION

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WORKSHOP SLIDES

BRING YOUR EI



SELF

SELF-AWARENESS
Emotional Self-Awareness
Accurate Self-Assessment
Self-Confidence

SOCIAL

SOCIAL AWARENESS
Empathy
Organizational Awareness
Service Orientation

SELF-MANAGEMENT
Self-Control
Transparency
Adaptability
Achievement Drive
Initiative

RELATIONSHIP MANAGEMENT
Inspirational Leadership
Developing Others
Influence
Change Catalyst
Conflict Management
Building Bonds
Teamwork & Collaboration

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“Emotional control is not about emotional suppression”

Sky Nelson-Isaacs

Available on mobile

Sky Nelson-Isaacs · 4:08 PM

Awesome, great to hear from you Anton, great intro in LinkedIn. I'm very keen on the journey of controlling emotions. Not silencing them, mind you, but channeling them to the right output, so that we can stay in flow. When we suppress emotions, our equilibrium starts to shift, so eventually we need to blow off steam. But I like the way you talked about it. Good Leaders under pressure can transmute those difficult emotions into caring and loving emotions, and stay top of their game. I'd love to talk more.

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NOTES / REFLECTION

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AWARENESS



WILLINGNESS



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REMEMBER TO USE RECOGNITION!



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NOTES / REFLECTION

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WORKSHOP SLIDES

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2 OUT OF 3 PEOPLE RECEIVE NO WORKPLACE RECOGNITION IN A GIVEN YEAR



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ON POINT

ON PURPOSE

ON PERIOD



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NOTES / REFLECTION

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INTEGRITY

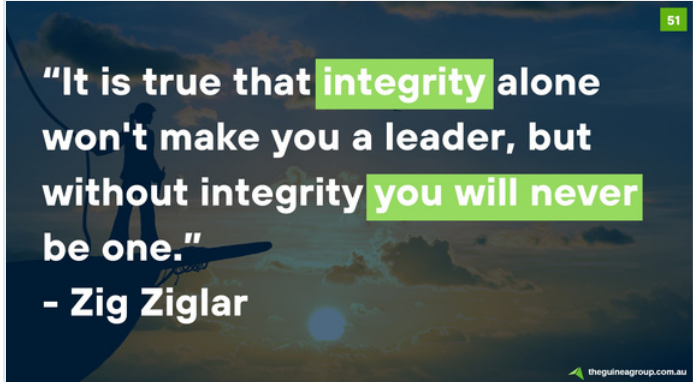


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"It is true that integrity alone won't make you a leader, but without integrity you will never be one."

- Zig Ziglar



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NOTES / REFLECTION

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ACTIVITY




What is on your team development Action Plan?

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WORKSHOP SLIDES

THE GREAT TEAMWORK PHILOSOPHERS



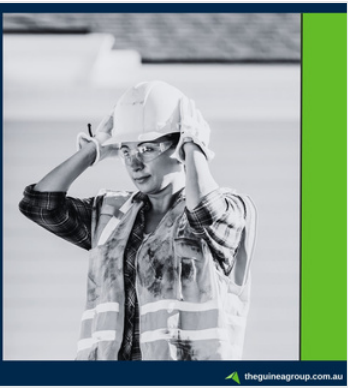
Any Questions?

We're here to help

We exist to support leaders to upgrade their mindset, upskill their leadership, and uplift their teams, to create psychologically safe and high performing teams!

+61 422 058 736
 theteam@theguineagroup.com.au

Follow Us 



NOTES / REFLECTION

A large area with horizontal dotted lines for taking notes or reflections.

NOTES / REFLECTION

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NOTES / REFLECTION

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NOTES / REFLECTION

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