

# COMPARING DiSC® TO MBTI®



With the release of *Everything DiSC® Workplace™* and the *Everything DiSC Comparison Report*, there are more reasons than ever for people to compare the two best known assessments for training.

**P**eople who know MBTI® and DiSC® agree that they both are valuable learning tools. But to select the best tool for the job, you need a clear understanding of the organization's goals.

So when do experienced users prefer DiSC? Here are three situations when DiSC is the clear choice:

## PEOPLE PREFER DiSC WHEN:

### **Their goal is to get people to work more effectively together**

Do you have a team, group, or even a whole organization that you need to help work more effectively together? *Everything DiSC Workplace* gives everyone a common language that helps them build more effective working relationships — one relationship at a time.

### **Training time is limited**

Do you need something that participants understand quickly and can apply right away? DiSC has always been an intuitive and useful model that people can get their heads around — fast. *Everything DiSC Workplace* and the new circumplex model make it easier than ever to use and apply DiSC.

### **They want follow-up to ensure the training gets used**

Follow-up makes training stick. And no one can afford training that doesn't stick. That's why *Everything DiSC Workplace* comes with unlimited access to the *Everything DiSC Comparison Reports* — the most powerful follow-up tool available.



(See back for quotes from users.)

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## PEOPLE PREFER DiSC® WHEN:

### THEIR GOAL IS TO GET PEOPLE TO WORK MORE EFFECTIVELY TOGETHER

*"DiSC is a much simpler, universal language that has been successfully employed internationally. I believe its success is due largely to the fact that it is uncomplicated and easy to interpret, remember, and apply to individuals and teams."*

— Training consultant, Minnesota  
10-year facilitator of DiSC and MBTI

*"Practitioners need to understand the needs before selecting any tool, but with groups I typically start with DiSC to give everyone a common starting point, and then bring in MBTI if the situation warrants."*

— Healthcare trainer, Maryland  
Current user of DiSC and MBTI

*"I've used both tools successfully for more than 10 years and frequently use DiSC with technology teams. It's quick and easy to understand the terminology. But I will use MBTI for one-on-one situations like career counseling..."*

— Law firm administrator, New Jersey  
10-year user of both DiSC and MBTI

### THEY WANT FOLLOW-UP TO ENSURE TRAINING GETS USED

*"The new Everything DiSC Comparison Report will make it much easier to keep conversations going after the initial training. It's a real breakthrough, particularly for working with teams."*

— International leadership training consultant, CPLP, Missouri  
Certified in DiSC and MBTI

*"The Everything DiSC Comparison Reports give you a competitive edge over MBTI. This is how you apply the learning. It's a vital component to the program."*

— Former Director of Extension Programs, Pennsylvania  
6+ years of experience with MBTI and DiSC,

*"After the training, I did an Everything DiSC Comparison Report with one of my direct reports. It gave me a platform to say things that I couldn't have said. It made it safe for me to say things that have been on my mind."*

— Training manager, engineering firm, Michigan



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