

Entelechy: Your Everything DiSC and Five Behaviors Partner

About Entelechy

Entelechy is proud to be Thermo Fisher Scientific's preferred authorized partner for Everything DiSC® and The Five Behaviors® proven, research-validated assessments.

For background, Entelechy is the leadership development partner responsible for the *Developing Frontline Leaders* and *Developing Emerging Leaders* programs.

As leadership development experts for 30+ years, we can also deliver Everything DiSC virtual workshops, resulting in a deeply engaging and valuable experience that spurs long-lasting behavior change and meaningful impact.

At the foundation of Entelechy's Everything DiSC and Five Behaviors offerings are a commitment to partnership, engagement, and lasting impact on the learner and the broader organization.

Entelechy's skillful approach to Everything DiSC Work of Leaders makes it a key contributor to the success of one of our flagship leadership programs. The session is impactful, and the insights gained, invaluable.

Program Stakeholder, Global Talent Development,
Thermo Fisher Scientific



Using this Product Catalog

This guide includes comprehensive overviews for all available Everything DiSC and Five Behaviors assessments and virtual workshops, as outlined in the table of contents below:

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[Click here to begin your order](#) or [click here to contact Entelechy](#) with any questions.

Note: The use of assessment tools is subject to co-determination in Germany. Please email talentmanagement.emea@thermofisher.com for further guidance prior to use with Germany-based employees.

Assessments

Everything DiSC enables employees and leaders to work more effectively with each other, collaborating, innovating, and unlocking the potential in one another. Entelechy is proud to offer the following Everything DiSC assessments:

- *Everything DiSC Workplace*
- *Everything DiSC Management*
- *Everything DiSC Work of Leaders*
- *Everything DiSC Agile EQ*
- *Everything DiSC Sales*
- *Everything DiSC Productive Conflict*

Leveraging the powerful Catalyst™ platform, participants can continue to apply key learnings back on the job and view insightful DiSC information about colleagues, which fosters more effective collaboration. The Everything DiSC on Catalyst personal development platform is available for Workplace, Management, and Agile EQ assessments.

Virtual Workshops

As leadership development experts for 30+ years, Entelechy specializes in bringing Everything DiSC content to life in our highly engaging, expertly facilitated virtual workshop offerings. All virtual workshops accommodate 20 participants and are delivered on the Adobe Connect platform:

- *Everything DiSC Workplace-Virtual*
- *Everything DiSC Management-Virtual*
- *Everything DiSC Work of Leaders-Virtual*
- *Everything DiSC Agility in the Workplace-Virtual*



Working with Entelechy

Entelechy handles all administrative tasks associated with assessments and virtual workshops, including ongoing support, individual account set-up, and assessment and profile distribution.

Please contact Entelechy directly if you require in-person workshops or local language delivery needs.



[Click here to begin your order](#) or [click here to contact Entelechy](#) with any questions.



Everything DiSC Workplace

Participants explore the priorities that drive their behavior, learn what comes naturally, identify challenges in interacting with others of different styles, and discover how to flex their styles to work most effectively with others.

Audience: Appropriate for everyone in an organization, regardless of title or role. Especially useful for teams.

Price: \$66.00 per assessment.

Languages: English, Bahasa Indonesian, Chinese, Danish, Dutch, Estonian, Finnish, French, German, Italian, Japanese, Korean, Lithuanian, Norwegian, Polish, Portuguese (Brazilian and European), Spanish, Swedish, Turkish.

View sample profile [here](#).

Everything DiSC Management

Participants gain insights into their strengths and challenges as managers as well as techniques for flexing their style to meet the needs of the people they manage.

Audience: Perfect for leaders who manage people or teams: Team leaders, supervisors, managers, or anyone who rely on the relationships they form with their team members.

Price: \$110.00 per assessment.

Languages: English, Chinese, Danish, French, Japanese, Norwegian, Portuguese (Brazilian), Spanish, Swedish.

View sample profile [here](#).

Everything DiSC Work of Leaders

Participants leave with an understanding of their own leadership styles and how their tendencies around Vision, Alignment, and Execution influence their ability to affect meaningful change in various leadership scenarios.

Audience: Especially suited for leaders who manage teams and create and/or contribute to the organization's broader business objectives.

Price: \$110.00 per assessment.

Languages: English, Chinese, Danish, Finnish, German, Norwegian, Swedish.

View sample profile [here](#).

Everything DiSC Agile EQ

Participants explore the concept of emotional intelligence, learn about the instinctive mindsets that shape their responses and interactions, and recognize opportunities to stretch beyond what comes naturally.

Audience: Ideal for dynamic teams, departments, and offices looking to be stronger, more resilient, and more productive.

Price: \$110.00 per assessment.

Languages: English only.

View sample profile [here](#).

Everything DiSC Sales

Everything DiSC Sales helps participants learn how to read the styles of their customers. The Everything DiSC Sales profile also contains invaluable tips on how to adapt sales styles to better align with customers' buying styles.

Audience: Uniquely tailored for sales professionals looking to forge stronger connections with customers and close more deals.

Price: \$110.00 per assessment.

Languages: English, Chinese, Danish, Norwegian, Swedish, Turkish.

View sample profile [here](#).

Everything DiSC Productive Conflict

Workplace conflict is inevitable. Rather than focus on a step-by-step process for conflict resolution, Everything DiSC Productive Conflict helps learners curb destructive behaviors so that conflict can become more productive, ultimately improving workplace results and relationships.

Audience: Geared towards any team or functional group looking to strengthen internal relationships, increase collaboration, and improve morale.

Price: \$88.00 per assessment.

Languages: English, Chinese, Danish, Finnish, French, German, Norwegian, Swedish.

View sample profile [here](#).

A complimentary **Team View Report** is available for each cohort. Also available for purchase are the **Group Culture Report** (\$135.00) and **Facilitator Report** (\$135.00). Team View, Group Culture, and Facilitator Reports are only available in English.



Entelechy's *Everything DiSC Workplace-Virtual* workshop is uniquely designed to help every person in the organization — regardless of title — build more effective relationships at work. Whether it's with colleagues, managers, stakeholders, or others, relationships are at the core of all interactions required in the workplace. *Everything DiSC Workplace-Virtual* helps everyone build more productive and effective relationships at work, which helps organizations increase productivity and achieve desired results.

Entelechy's *Everything DiSC Workplace-Virtual* half-day workshop teaches participants to understand themselves and others while learning to appreciate different priorities, preferences, and values everyone brings to the workplace. Participants leave with the human skills that help people work better together — no matter where they are.

Leveraging the powerful Catalyst™ platform, participants can continue to apply key learnings back on the job and view insightful DiSC information about colleagues, which fosters more effective collaboration.

Key workshop details include:

- **Learning time:** 3 hours
- **Cohort size:** Up to 20 participants
- **Platform:** Adobe Connect



Workshop Learning Objectives

Participants will be able to:

- Describe the importance of creating an environment that encourages communication, connection, and trust.
- Explain the *Everything DiSC Workplace* profile and the importance of the five Cornerstone Principles.
- Explore their style, priorities, strengths, and areas of opportunity.
- Recognize the tendencies of others based on behaviors they demonstrate.
- Flex their style to work more effectively with others within the organization.

Component	Description	Cost
Virtual facilitation of <i>Everything DiSC Workplace-Virtual</i> 3-hour workshop <i>Languages: English only</i>	Includes one facilitator, one producer and Adobe Connect platform usage.	\$5,800.00 per workshop
Everything DiSC Workplace Assessments <i>Pricing based on English profiles. Additional costs may apply for other languages.</i>	Each workshop participant completes an individual Everything DiSC Assessment and receives a personalized profile.	\$66.00 per assessment
Everything DiSC Facilitator Report <i>Languages: English only</i>	One Facilitator Report is required per workshop.	\$135.00 per report
Everything DiSC Group Culture Report <i>Languages: English only</i>	This optional report sheds additional light on the unique dynamic of your team.	\$135.00 per report



[Click here to begin your order](#) or [click here to contact Entelechy](#) with any questions.

Entelechy's *Everything DiSC Management-Virtual* workshop is uniquely designed for managers and other leaders who rely on relationships to affect performance. Whether it's with employees, stakeholders, or others, relationships help leaders connect more meaningfully and more deeply with others.

Entelechy's *Everything DiSC Management-Virtual* half-day workshop empowers managers to develop their people by learning how to motivate, empower, and communicate with their team members, regardless of their DiSC style. Participants learn how their management style influences their approach to decision making, time management, and problem solving. Participants gain concrete strategies to help them adapt to the styles of their direct reports, enabling them to bring out the best in their people.

Leveraging the powerful Catalyst™ platform, participants can continue to apply key learnings back on the job and view insightful DiSC information about colleagues, which fosters more effective collaboration.

Key workshop details include:

- **Learning time:** 3.5 hours
- **Cohort size:** Up to 20 participants
- **Platform:** Adobe Connect



Workshop Learning Objectives

Participants will be able to:

- Describe the importance of creating an environment that encourages communication, connection, and trust.
- Explain the *Everything DiSC Management* profile and the importance of the five Cornerstone Principles.
- Explore their personal management style, strengths, and areas of opportunity.
- Recognize the tendencies of others based on behaviors they demonstrate.
- Flex their style to work more effectively with others within the organization.

Component	Description	Cost
Virtual facilitation of <i>Everything DiSC Management-Virtual</i> 3.5-hour workshop <i>Languages: English only</i>	Includes one facilitator, one producer and Adobe Connect platform usage.	\$5,800.00 per workshop
Everything DiSC Management Assessments <i>Pricing based on English profiles. Additional costs may apply for other languages.</i>	Each workshop participant completes an individual Everything DiSC Assessment and receives a personalized profile.	\$110.00 per assessment
Everything DiSC Facilitator Report <i>Languages: English only</i>	One Facilitator Report is required per workshop.	\$135.00 per report
Everything DiSC Group Culture Report <i>Languages: English only</i>	This optional report sheds additional light on the unique dynamic of your team.	\$135.00 per report



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Entelechy's *Everything DiSC Work of Leaders-Virtual* workshop is designed to help leaders of leaders (i.e., business unit leaders, functional group leaders, senior organizational leaders) analyze and create action plans that help bring their visions to a reality. Entelechy's *Everything DiSC Work of Leaders-Virtual* workshop introduces leaders to a simple, compelling model of leadership implementing the steps of Vision, Alignment, and Execution. The *Everything DiSC Work of Leaders-Virtual* workshop approaches leadership as a one-to-many relationship, as opposed to the one-to-one relationship explored in Entelechy's *Everything DiSC Management-Virtual* workshop.

Entelechy's *Everything DiSC Work of Leaders-Virtual* half-day workshop focuses on understanding how a leader's tendencies influence their effectiveness in leading a group or organization toward desired outcomes. *Everything DiSC Work of Leaders-Virtual* provides a simple process to help leaders approach their most fundamental work: crafting a vision, building alignment around that vision, and championing execution of the vision.

Key workshop details include:

- **Learning time:** 4 hours
- **Cohort size:** Up to 20 participants
- **Platform:** Adobe Connect



Workshop Learning Objectives

Participants will be able to:

- Define the four behavioral tendencies of the DiSC model and their characteristics.
- Better understand their own DiSC style.
- Explain the *Work of Leaders* three-step process — Vision, Alignment, Execution.
- Identify best practices and areas of opportunity.
- Craft a compelling vision for their team.
- Strategize a plan for gaining — and maintaining — alignment for their vision.
- Commit to an action plan for the ongoing execution of their vision.

Component	Description	Cost
Virtual facilitation of <i>Everything DiSC Work of Leaders-Virtual</i> 4-hour workshop <i>Languages: English only</i>	Includes one facilitator, one producer and Adobe Connect platform usage.	\$7,500.00 per workshop
Everything DiSC Work of Leaders Assessments <i>Pricing based on English profiles. Additional costs may apply for other languages.</i>	Each workshop participant completes an individual Everything DiSC Assessment and receives a personalized profile.	\$110.00 per assessment
Everything DiSC Facilitator Report <i>Languages: English only</i>	One Facilitator Report is required per workshop.	\$135.00 per report
Everything DiSC Group Culture Report <i>Languages: English only</i>	This optional report sheds additional light on the unique dynamic of your team.	\$135.00 per report



[Click here to begin your order](#) or [click here to contact Entelechy](#) with any questions.

Entelechy's *Everything DiSC Agility in the Workplace-Virtual* workshop is uniquely designed to help every person in the organization — regardless of title — increase agility. By combining the personalized insights of Everything DiSC with active emotional intelligence development, participants discover an agile approach to workplace interactions. Entelechy's *Everything DiSC Agility in the Workplace-Virtual* workshop is ideal for dynamic teams, departments, and organizations looking to be stronger, more resilient, and more productive.

Entelechy's *Everything DiSC Agility in the Workplace-Virtual* half-day workshop teaches participants to read the emotional and interpersonal needs of a situation and respond accordingly. In Entelechy's *Everything DiSC Agility in the Workplace-Virtual* workshop, participants discover their EQ strengths, recognize their EQ potential, and commit to customized strategies for building agility.

Leveraging the powerful Catalyst™ platform, participants can continue to apply key learnings back on the job and view insightful DiSC information about colleagues, which fosters more effective collaboration.

Key workshop details include:

- **Learning time:** 3 hours
- **Cohort size:** Up to 20 participants
- **Platform:** Adobe Connect



Workshop Learning Objectives

Participants will be able to:

- Develop an understanding of Agile EQ.
- Better understand their DiSC style.
- Identify Agile EQ mindsets and which may be most natural for them.
- Explain the need for and value of other mindsets.
- Describe the value of shifting to less comfortable mindsets
- Explore anticipated difficulties in stretching to new mindsets.
- Create an action plan for stretching to another mindset.

Component	Description	Cost
Virtual facilitation of <i>Everything DiSC Agility in the Workplace-Virtual</i> 3-hour workshop <i>Languages: English only</i>	Includes one facilitator, one producer and Adobe Connect platform usage.	\$5,800.00 per workshop
Everything DiSC Agile EQ Assessments <i>Languages: English only</i>	Each workshop participant completes an individual Everything DiSC Assessment and receives a personalized profile.	\$110.00 per assessment
Everything DiSC Facilitator Report <i>Languages: English only</i>	One Facilitator Report is required per workshop.	\$135.00 per report
Everything DiSC Group Culture Report <i>Languages: English only</i>	This optional report sheds additional light on the unique dynamic of your team.	\$135.00 per report



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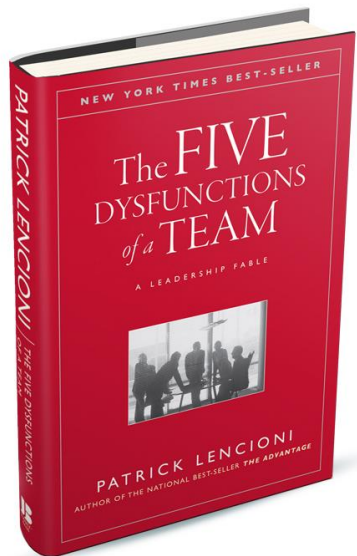
The Five Behaviors Overview

Assessments

The Five Behaviors was created in partnership with Patrick Lencioni and is based on his book, *The Five Dysfunctions of a Team*. Participants learn how to apply The Five Behaviors: Trust, Conflict, Commitment, Accountability, and Results. The Five Behaviors empowers teams to rethink their approach to teamwork and shape new behaviors — taking your teams and organization to the next level.

Entelechy is proud to offer the following Five Behaviors assessments:

- **Five Behaviors Team Development**
- **Five Behaviors Personal Development**



The Five Behaviors® Model

Working with Entelechy

Entelechy handles all administrative tasks associated with assessments, including ongoing support, individual account set-up, and assessment and profile distribution.



[Click here to begin your order](#) or [click here to contact Entelechy](#) with any questions.



The Five Behaviors Team Development

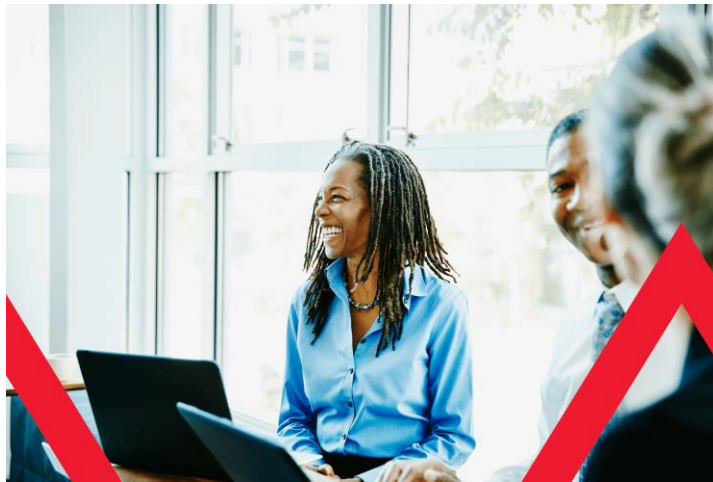
When deployed across an intact team, this assessment helps address dysfunction and build cohesiveness. Participants learn how to master The Five Behaviors together as a unit. The resulting profile serves as a clear, concise, and practical guide to improve the overall health of your team.

Audience: Designed for intact teams with 3-12 members that have worked as a team for at least six weeks.

Price: \$154.00 per assessment.

Languages: English, Brazilian Portuguese, Danish, Finnish, Norwegian, Swedish, Turkish.

View sample profile [here](#).



The Five Behaviors Personal Development

Designed for individuals looking to foster and develop a culture of teamwork within a large organization. Participants build self-awareness and understanding of how their behavior impacts any team.

Audience: Ideal for individuals seeking personal development opportunities agnostic of any specific team with which they may be associated.

Price: \$110.00 per assessment.

Languages: English, Brazilian Portuguese, Dutch, French.

View sample profile [here](#).

Complimentary **Comparison Reports** are available with Team Development orders and can be used to illustrate similarities and differences between two individuals. A complimentary **Progress Report** is also available with Team Development orders to measure progress over time.

Begin your Everything DiSC/Five Behaviors order here: [Everything DiSC and Five Behaviors at Thermo Fisher Scientific](#).

- a) To order assessments, visit the [Everything DiSC and Five Behaviors Assessments Order Form](#).
- b) To order virtual workshops, visit the [Everything DiSC Virtual Workshops Order Form](#).

Before visiting each order form, here's a preview of what you'll need to complete the transactions:

Order Everything DiSC/Five Behaviors Assessments

Step 1: Select the assessment type and quantity. For Everything DiSC assessments, add Facilitator Report, Group Culture Report, or Team View Report, if desired. Submit one order per team.

Step 2: Upload final Excel participant list (participants' full names in first column and email addresses in second column). Choose assessment delivery date. For Five Behaviors assessments, specify which team members require Comparison Reports, if any.

Step 3: Complete payment (credit card needed).

Order Everything DiSC Virtual Workshops

Step 1: Select the virtual workshop type. Submit one order per delivery.

Step 2: Specify the quantity of corresponding assessments. Add Group Culture Report or Team View Report, if desired. Facilitator Report is included.

Step 3: Upload final Excel participant list (participants' full names in first column and email addresses in second column). Choose assessment delivery date.

Step 4: Confirm workshop logistics, including delivery date and time zone.

Step 5: Complete payment (credit card needed).



[Click here to begin your order](#) or [click here to contact Entelechy](#) with any questions.

Ordering Process: What Happens Next?

1. You will receive an emailed copy of your receipt within 24 hours.
2. Entelechy will reach out within two business days to confirm your order and/or schedule virtual workshop delivery.
3. If you need to add/remove participants, please contact discadmin@unlockit.com at least two days prior to assessment launch date. After that point, the participant list is considered final and assessments will be distributed.
4. After completing assessments, participants will receive email links to download and print their profiles.
5. Following the assessment completion deadline, Entelechy will deliver any additional reports, if purchased.



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