

Biblical DISC and Leadership Strategy Assessment (LSA) Selling Policy

Rationale:

The use of the Biblical DISC and LSA assessments within the DVULI program are supported by extensive facilitator orientation and the provision of a carefully designed facilitation plan. The reason for that is that such use is strictly controlled by the assessment providers, A24x7 and Lead Like Jesus, and only allowed under the supervision of licensed facilitators.

Selling policy:

Approved use & required support

Given the rationale above, here are the auspices under which DVULI is permitted to sell assessment licenses at a reduced cost – Biblical DISC (\$25) and LSA (\$25):

1. *For Personal Use:* no-one is providing any level of formal interpretation or training to the assessment user(s). For example, a DVULI participant (or alumnus) who requests one or a few assessments for family members or colleagues.
2. *For Professional Use:* formal group training and/or staff selection and development for the assessment user(s). In these situations, a properly credentialed and trained facilitator from A24x7 and Lead Like Jesus will need to be involved to conduct debriefs and host trainings on assessment results. The facilitator would help the assessment user(s) by giving them some background for either assessment, showing them how to interpret their results, and cautioning them about ways the assessments should not be used.

Next steps:

To purchase Biblical DISC or LSA assessments, please include the following information in an email to carlod@dvuli.org:

1. For what purpose do you wish to use the assessments?
2. If you are planning to use the assessments professionally, what kind of presentation/facilitation approach do you plan to use to help your assessment user(s) understand and apply their results? Who will be your facilitator or coach, and what is their experience with the assessments you wish to use, both as a user and as a facilitator?
3. How many assessments would you like to purchase? When do you need the assessments by?