

IMPROVING YOUR EFFECTIVENESS: UNDERSTANDING AND MANAGING BEHAVIORAL DIFFERENCES



SOCIAL STYLE®

Course Description

We're judged on our behaviors. Of the three elements of Social Intelligence, your Behavioral Style is the easiest for others to assess. They may not see your Emotional Intelligence or identify your Mindset, but they can tell if you're animated, rushed or sulking. The way you behave has a direct impact on your interactions with others and on your success in the workplace.

SOCIAL STYLE is the world's leading Behavioral Style model. It has been used by thousands of organizations to improve leadership performance and sales results.

Each of the four Styles displays positive and negative characteristics when working with others, and research shows that people of any SOCIAL STYLE can be successful in any profession. If someone's SOCIAL STYLE is not inherently good or bad, what is the point of studying these behavioral preferences? Understanding Style allows you to identify the preferences of others and modify your behavior to make others more comfortable. This is known as Versatility, and it is strongly linked to career and business success.



TRACOM's SOCIAL STYLE Profile measures SOCIAL STYLE and Versatility, allowing you to take steps to improve your relationships and performance. Taking these steps is especially important for increasing leadership performance, developing coaching skills, increasing sales, building relationships, working in teams and enhancing communications.

Agenda



- Describe the relationships between interpersonal skills and success
- Introduction
- Dimensions of Behavior
- SOCIAL STYLE Model
- SOCIAL STYLE Profile—Part I (Your Style)
- Tension Management
- Versatility
- SOCIAL STYLE Profile—Part II (Your Versatility)
- Achieving Higher Versatility
- Conclusion

Learning Objectives

Upon completion of this course, learners will be able to do the following:

- Describe the relationships between interpersonal skills and success
- Describe the differences between SOCIAL STYLE behavior and personality.
- Explain observable behavior and distinguish it from traits and judgments.
- Identify various degrees of Assertive and Responsive behaviors.
- Describe the key characteristics of each SOCIAL STYLE position.
- Interpret your own SOCIAL STYLE Profile and explain the difference between self-perception of Style and the perception of others.
- Explain how tension affects behavior and productivity.
- Discuss how patterns of behavior are formed.
- Describe Backup Behavior for each Style position, and explain toxic relationships.
- Describe the Versatility dimension of the SOCIAL STYLE Model.
- Identify steps to take to achieve higher Versatility.



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Delivery Options

SOCIAL STYLES™ can be delivered in a variety of ways to best fit your needs:

- ½ workshop
- Full day workshop
- 2- ½ day workshops

Each of these workshops can be delivered:

- At your office
- In Denver, Colorado
- Live and online (vILT-virtual Instructor Led Training)

Pricing Options

Option	Details	Cost
Option 1: ½ day workshop	Includes: <ul style="list-style-type: none"> • ½ day facilitated workshop • A Universal Multi-Rater SOCIAL STYLE & Enhanced Versatility Profile administered to each participant prior to class for each participant. • A student workbook • Achieving Higher Versatility™ *Minimum 5 participants	\$360/person
Option 2: One day workshop	Includes: <ul style="list-style-type: none"> • 1 day facilitated workshop • A Universal Multi-Rater SOCIAL STYLE & Enhanced Versatility Profile administered to each participant prior to class for each participant. • A student workbook • Achieving Higher Versatility™ *Minimum 8 participants	\$450/person
Option 3: Two ½ day workshops	Includes: <ul style="list-style-type: none"> • Two ½ day facilitated workshops • A Universal Multi-Rater SOCIAL STYLE & Enhanced Versatility Profile administered to each participant prior to class for each participant. • A student workbook • Achieving Higher Versatility™ *Minimum 8 participants	\$450/person

* Travel expenses charged separately.

